



Granite



ANNEX

Granite
3-VEA

1



ANNEX

Gramme
3-VEA

JAN 14 '07

JANUARY
1907

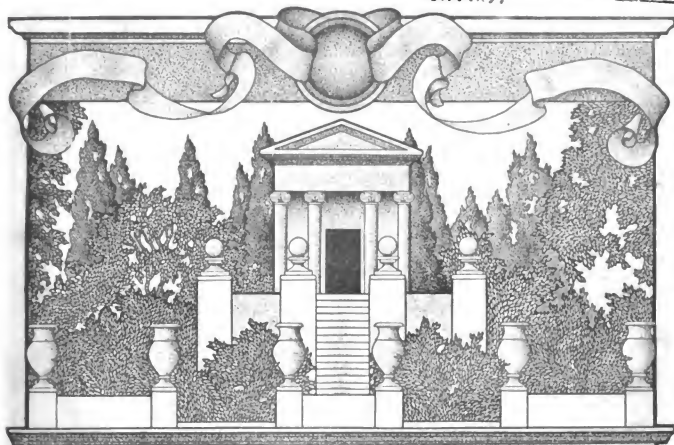
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VOLUME XVII

No. 1

THE NEW YORK
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GRANITE MARBLE & BRONZE

PUBLISHED BY
A.M. HUNT & CO

BOSTON MASS
\$1 PER YEAR

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VLA
+

JOSEPH WALKER,
ABERDEEN GRANITE WORKS

PROPRIETOR OF THE

MONUMENTAL WORK FROM LIGHT, MEDIUM, AND DARK
 — QUINCY GRANITE A SPECIALTY.
 ALL NEW ENGLAND GRANITES USED.



QUINCY, MASS.
 PNEUMATIC TOOLS.

TURNED WORK of all kinds
 in all kinds of **GRANITE.**
Columns, Vases, Pilasters, Etc., Etc.



A Train Load of Granite Pillars turned from Rockport Granite for the Rockport Granite Co., Rockport, Mass.

QUINCY COLUMN TURNING CO.,

SUCCESSORS TO THOMAS W. SMITH & CO.,

131 WATER STREET, - - - - - QUINCY, MASS

**WEDGE
 LEAD**



**ROCHESTER
 LEAD WORKS**
 ROCHESTER, N.Y.
 Correspondence Solicited.

Above shows actual size. Order by number.
 PRICES: 100 lb. Reel, 7 1-2 cents per lb. 50 lb. Reel 8 cents per lb.

Smith, Whitcomb & Cook Co.,

.. MANUFACTURERS OF ...

THE CHAMPION POLISHING MACHINE

... AND ...

THE BARRE BOOM DERRICK,

BARRE, VERMONT.

ADVERTISERS' DIRECTORY ON PAGE 63.



BASE 7-6 SQUARE. 20 FEET HIGH

QUALITY

This monument represents quality in monumental work cut from GENUINE WESTERLY GRANITE by us, quarried at Westerly, R. I. There are two kinds of quality, good and bad. It has always been our pride and endeavor to produce that which is good, and that we have succeeded is proved by the fact that we keep our customers. If you wish for WESTERLY GRANITE in your monumental work, and a monument in design and workmanship as it should be, a monument which you will always be proud to show to a prospective customer, and one which your competitor will avoid, send to us for this class of memorial.

KAVANAGH BROS. CO.
QUINCY - - - MASS.

TROY WHITE GRANITE CO.

OFFICE: WORCESTER, MASS.

QUARRIES: TROY, N.H.



EXTERIOR VIEW

**Monuments
Mausoleums
and
Dimension
Stock**

Mausoleum for the Estate of
the late U. S. Senator
Marcus A. Hanna

Troy White Granite

and erected in
Lake View Cemetery
Cleveland, Ohio



INTERIOR VIEW

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Quincy Granite

Can't Be Beat



CHARLES A. SWINGLE & CO.

Manufacturers

Quincy ... Mass.

Extra Dark Blue Quincy Granite

From the famous A. Reinhalter Quarry for sale to the trade, either

ROUGH OR FINISHED

NO orders too small and not many too large, as I have recently erected one of the largest derricks in this country which is capable of lifting fifty tons, or over, from the bottom of the Quarry which is two hundred and twenty feet deep. It is not necessary to use "Dope" or Ink on this Famous Granite, as it positively will not fade in a thousand years. Orders promptly filled. The patronage of the trade is respectfully solicited.

HEADQUARTERS FOR ROLLS, COLUMNS, BALLS, WATCH-CHARMS FROM GRANITE
AND ROUND WORK OF EVERY DESCRIPTION

T. F. MANNEX

WEST QUINCY, MASS.

Proprietor of the famous A. REINHALTER Extra Dark Quincy Granite Quarry

JOHN SWENSON

OWNER OF THE

**FAMOUS GRANITE RAILWAY QUARRY
CONCORD, N. H.**

SPECIALTY — ROUGH STOCK in any quantity at short notice. GOOD PATTERNS
Specify SWENSON'S CONCORD for all of your monumental orders



Part of order for 4000 cubic feet of my "CONCORD" stock for a pyramid tomb

I also manufacture MONUMENTS, MAUSOLEUMS and BUILDING WORK

WRITE TO ME FOR PRICES

GEORGE B. JAMESON, Missouri-Lincoln Trust Bldg., St. Louis, Mo., - Western Agent

WELLS, LAMSON & CO.

BARRE, VERMONT

MANUFACTURERS AND QUARRY OWNERS

LARGE WORK A SPECIALTY

DIMENSIONS

TEN FEET
SQUARE
AT THE
BASE

TOTAL HEIGHT
FORTY ONE FEET
TWO INCHES

GRANITE FROM
OUR OWN
QUARRIES
AND CUT BY
US FOR THE

CINCINNATI GRANITE WORKS
CINCINNATI, OHIO



E. L. SMITH & CO.

BARRE, VERMONT

DARK AND LIGHT QUARRY OWNERS

MANUFACTURERS



Anything in
BARRE
GRANITE
Light or Dark

ROUGH STOCK
from our own
quarries

FINISHED
WORK
from a marker to
a shaft or mausoleum

Our cutting plan
is at your service

MEAD-MORRISON MANUFACTURING CO.,

SUCCESSORS TO

RAWSON & MORRISON MANUFACTURING CO.,

CAMBRIDGE A, BOSTON, MASS.

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BUILDERS OF

Modern

Quarry

Engines.

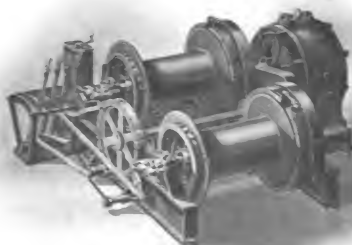
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Hoists.

Friction

Drum Belt

Hoists.



Locomotive

Derrick

Patent

Derrick

Swinging

Engines

Bell Wheels

Boilers.

The above cut represents one of several styles of electric hoists which we manufacture. This hoist is specially arranged for quarry derricks of the back block type.

L. S. ANDERSON, Manager

J. ALBERT SIMPSON, Treasurer

Extra Dark Quincy Granite



QUARRY OWNERS AND MANUFACTURERS

Everything that is modern in equipment
both in shed and quarry

WOODBURY GRANITE COMPANY

Building, Mausoleum and Heavy Monumental Work

GRAY QUARRIES,
WOODBURY, VT.

WHITE QUARRIES,
BETHEL, VT.

Main Office: HARDWICK, VT.

GEO. H. BICKFORD, TREAS. AND GEN. MAN.



One of our recent contracts, the Cook County Court House, to be erected at Chicago, Ill. Halabird and Roche, Architects: William Grace Co., General Contractors. The Woodbury Granite Co.'s Contract calls for 240,000 feet of stock fine cut. The shafts of columns shown are 75 feet long and 9 1/4 in. diameter. Carved Caps 14 feet square.

More Perfection Polishing Machines were sold
in November, this year, than ever before in
twelve months.

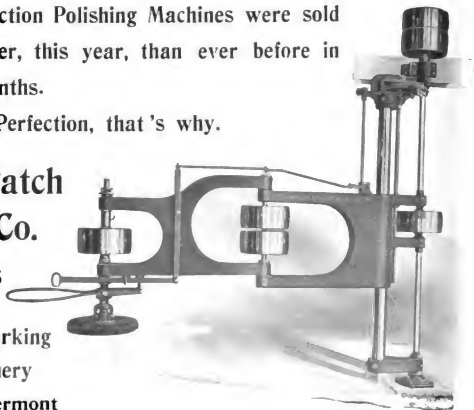
They are Perfection, that's why.

**F. R. Patch
Mfg. Co.**

SPECIALISTS
IN

Stone Working
Machinery

Rutland, Vermont



PATCH & CO.,

QUARRIERS OF

FINE LIGHT AND MEDIUM GRANITE.

GUARANTEED FREE FROM IRON.

SPECIALLY ADAPTED FOR HAMMERED WORK, POLISHED SAND AND TRACINGS.

OFFICE AT MONTPELIER, VERMONT.



A HAPPY NEW YEAR

To all those who have been our customers, past and present. And to all retail dealers. May prosperity be with you during the present year and don't forget that we wish to contribute towards that prosperity.

Giudici Bros. Co.
Barre, Vt.

The Green Mountain Jack

Manufactured by THE DALRYMPLE IRON WORKS,
Fair Haven, Vt.



The strongest, lightest, most durable gear lifting Jack in the world.

All pressed steel stock, gears of the finest quality of cast steel, bronze bushings and ratchet handle.

Jacks are made in four sizes — 4 to 12 tons.

Send for
Catalogue

WE HAVE COMPLETED ARRANGEMENTS

Whereby we can supply you with any kind of granite, in any combination monument, or monument in any granite you wish, and have the price right. We ask you for a fair chance on your Barre work, and shall be pleased to quote you prices.

**GLOBE GRANITE
CO.**
MONTPELIER, VT.

ORIGINATORS and
SOLE OWNERS
OF THE

**"HAWK" BRAND
STEEL**

Long and favorably known. We will
continue to supply our customers with
this CELEBRATED BRAND as usual.



WE HAVE BEEN APPOINTED
SOLE NEW ENGLAND AGENTS
FOR THE

Halcomb Steel Co.,
SYRACUSE, N. Y.

One of the best equipped mills in the world

Producing { Hawk Brand for Points
Hawk Brand for Drills
Hawk Brand for Bush Hammers
Hawk Brand for Press Hammers
and Standard Tool Steel for Drills,
etc.

HAWKRIDGE BROS. STEEL

OF EVERY DESCRIPTION

303 CONGRESS STREET - - BOSTON

J. G. CALCAGNI

NOVELLI & CALCAGNI
BARRE - VT.

W. M. CORTI

Successors to Novelli & Corti

STATUARY AND CARVING

The largest plant in Barre devoted exclusively to carving



A corner in our present shed. We are now building and will have completed on June 1st a thoroughly modern
straight shed

Granite, Marble and Bronze

Successor to Granite

Published monthly by A. M. Hunt & Co., 43 Tremont Street. Foreign subscription \$1.50; Domestic subscription \$1.00.

A. M. HUNT, Editor.

Advertising Rates upon application.

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BOSTON, MASS., JANUARY 1, 1907.

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A HAPPY NEW YEAR.

The editor wishes a Happy New Year to all subscribers and advertisers, present and prospective, and, in fact, one and all connected with the trade. The last year has been an eventful one and a prosperous one to those connected directly and indirectly with the business, and the New Year bids fair to keep up the record of the past year. There are no clouds in sight that we can perceive at the present time in the business world, except the shortage of money, which we believe is the result of too much prosperity, as explained in another editorial. We again wish all a prosperous year.

THE PAST YEAR.

Business for the past year among the retail dealers has, from all the evidence which has come to us through information gathered in fifteen of the largest states, shown a general tone of prosperity, and this will be seen by extracts from letters received, published on another page. Not only has the past year been a good one, but there is evidently an excellent outlook for the future. There is also, as shown, a general tendency on the part of retail dealers to install light manufacturing plants for cutting and lettering granite and marble. With this tendency of things we cannot exactly see where we are going to land, from the standpoint of granite cutters to keep up with the demand, as it was shown in an editorial in a recent issue that there is not a great increase from year to year in the number of journeymen granite cutters turned out, and practically the only hope is from the importation of this class of workmen from Italy and Scotland, from which countries most of these workmen come. The matter of an increase in the business, from this standpoint, is quite serious.

Take it all in all, the retail dealers have had their fair share of prosperity during the past year, and as we state above there is an excellent outlook for the future.

The granite manufacturers and quarry owners have been confronted with a shortage of cars, which is a very serious matter. We have more to say on this subject under another heading.

Collections have been very slow. This can be accounted for, to a large extent, by the fact that capital has been well employed, and firms who have done a \$10,000 business in the past have done a \$20,000 business during the past year, without an increase of capital. This necessarily would make a shortage of money, and this is the reason, we believe, that collections have been slow among the manufacturers. That business has been good in the granite line goes without saying. When there is not enough granite cutters to go around, that in itself shows a good business, and in a recent trip among the trade, we heard no complaints whatsoever as to the volume of business.

The tendency towards the improvement of manufacturing plants is shown in two which have been recently built in the east, which have been described in full in recent issues. There is a general tendency among all classes of granite manufacturers to use all the modern machinery that is practicable. This, perhaps, will take care to a certain extent of the labor problem. There is no matter of any immediate importance, which has had any particular influence on the business during the past year. There have been no serious failures among the granite manufacturers or quarry owners.

In March, will again see the matter of compensation for the granite cutter taken up at Hardwick, Vt., where the bill is pending. At which place we understand there is to be a demand for increased pay as stated in an item in December issue. Otherwise, there is no cloud that we can see upon the horizon.

The marble business has had its full share of prosperity. Never in its history has there been such large contracts placed for marble to be used in connection with the interior and exterior of buildings. They have also enjoyed their fair share of the monumental end of the business. It is plainly evident from the correspondence that there is no reason whatever for them to complain. The only event of importance was the going into the hands of a receiver of one of the large companies in Vermont. This has been partially explained on account of the impossibility of this company to secure from their quarry sufficient marble to fill their contracts.

The southern marble industry is very prosperous. They have been engaged during the last year in filling large orders for marble for interior work.

It is evident from the correspondence on another page that Washington Territory will develop marble quarries in the future.

THE CAR SHORTAGE.

The difficulty with which all sections have had to contend during the past year is the shortage of cars for the purpose of transporting the rough and finished granite and marble to destination. In no other line of business that we are aware of, does the shortage of material to fill orders interfere with the conducting of the business. Occasionally during an extremely busy time, for a short period, this may happen, but the business man anticipates the demand for the next year, and sees that he has stock on hand to supply his trade. In other words, in all commercial businesses, with which we have come in contact, if there is a demand, the managers or owners of the business see that the demand is supplied. It is evidently not the policy of railroad people to conduct their business as other commercial businesses are conducted. The shortage of cars has not come about recently, but has been complained of in the granite centers for the last three years, and it has grown worse rather than better. To show what it means, in a recent conversation with one of the large manufacturers, they stated that in two items alone, for which the car shortage was directly responsible, they have tied up until spring about \$15,000. It is stated that in Barre alone there is a shortage of 200 cars. This would mean, if the cars cannot be secured in time to transport the finished work before the cold weather sets in, the tying up, at a value of \$1,000 per car, of \$200,000, on which it will be necessary to borrow money and pay interest at 4 to 6 per cent. We will assume there is only 100 car-loads tied up on account of car shortage. This would mean \$100,000, and it is a very serious matter to tie up this amount of money in any one section, where firms are and always have been short of capital to take care of the business under ordinary conditions. Why cannot the railroad system or systems be conducted on the same business principles as any ordinary commercial business. The railroads complain that they cannot secure the return of their cars after they once leave their section of the country. We believe that this can be taken care of if the railroads are only compelled to give it attention, but so long as they are allowed to exorcise their own sweet will, so long the present conditions of things will exist.

It is our understanding that the Interstate Commerce Commission is taking this matter up, and we can look to this source for relief in the future.

THE GOOD THAT WE DO SOMETIMES.

We are just in receipt of a letter from a retail dealer, who from indications which have come to us, has been running up against the seamy side of life. When an individual or a firm gets to that point where, wanting to subscribe to a publication, they do not have the dollar to do so, it would seem to us to be a pretty bad state of affairs, and that their finances must be at a pretty low ebb. It is evident from the letter below that this party, from whose letter we quote, has had a hard time, and has been discouraged, and we are pleased that anything we have written has served the

purpose of putting new courage into one who has lost it. Following is the letter in part: "I have just been reading the last issue of GRANITE, MARBLE AND BRONZE and some of the articles rather appeal to me. I have confidence in myself to the extent that with a little necessary judgment on my part, I can make money, maintain a good credit, pay my bills, and one of these days get down east once more. Ask anyone here if what I write you is true or not. The article which I have just read contains a few things that impel me to write this, and urges me to get to work."

INCREASE IN THE PRODUCTION OF STONE.

The following shows the value of stone produced from 1896 to 1905, inclusive, as issued by the United States Geological Survey, and serves to illustrate the possibilities of the stone business, and the increase in the demand. It will be noted that the value of stone sold in 1905 is almost three times that of 1896, and we have reason to believe that 1906 will show a still further increase. Value of stone produced in 1896, \$23,965,229; 1897, \$26,876,671; 1898, \$28,635,175; 1899, \$35,244,717; 1900, \$36,970,777; 1901, \$47,284,183; 1902, \$54,708,682; 1903, \$57,433,141; 1904, \$58,765,715; 1905, \$63,798,748. A total of \$433,673,038 in ten years. An average of \$43,367.30 per year.

THE OUTSIDE INSIDE; OR, AN OUTSIDER'S VIEW OF THE INSIDE OF THE UNITED STATES QUARRIES AND GRANITE CONSTRUCTION COMPANY.

For the benefit of those who are not acquainted with the circumstances which have led up to what is evidently a controversy (into which we will state it was far from our intention to enter): We published in the December issue of GRANITE, MARBLE AND BRONZE a short article, which we felt called upon to publish on account of the many inquiries which we had had regarding this corporation, and we published the facts as we found them, without prejudice. This article was published in full in a December issue of the *Barre Daily Times*, under the heading of "An Outside View" of this company with the long name. In an edition of the *Barre Daily Times*, under the date of Dec. 18, appears a letter, signed by J. B. Campbell, president of this company, which is published under the heading of an "Inside View" of the company of the long name.

It is plainly evident from this letter, which, by the way, occupies a column and a half in the above edition, that we have stepped upon a sore spot. We have not the space nor the inclination to republish it, but will discuss a few of the claims made by and try to answer Mr. J. Big Campbell (we assume that his middle initial stands for "Big").

We quote from this article: "We would state that the above-named corporation is incorporated under the laws of the state of Maine for \$300,000; 7 per cent preferred stock, and \$300,000 common stock. The organization of the corporation was done by the combined, best legal talent in Barre; therefore, it is a home

production. The attorney-general of the state of Maine, over his own signature, has certified to its perfect organization, and its papers have been passed upon by one of the most critical and largest trust companies of Boston." Now, let us state in this connection that there have been thousands of corporations formed under the laws of the state of Maine, for various amounts, from \$1,000 to \$10,000,000, more or less, which have never seen the light of day, or had one dollar paid in. Moreover, the officials who sign the charters of Maine corporations certify only that the purposes of the corporation do not conflict with the laws of the state, and that the legal and clerical work of preparing the corporations is correctly performed. On application to the commissioner of corporations, Augusta, Me., at which point corporation statements are filed, we are in receipt of the following information:

"This office does not have to file a statement of the property conditions of corporations. The only records we have is the charter and returns giving list of directors and officers."

On application to the Register of Deeds, Montpelier, Vt., as follows: "Will you kindly have somebody in your office look up the United States Quarries and Granite Construction Company of Barre, Vt., as grantee, during the last six months, and send us a statement of all deeds, leases and other conveyances to it on record during that time. Kindly make the statement sufficiently complete to show a description of the property transferred, as we desire to have correct information as to all real estate which has vested in said company and appearing on record. This is for the purpose of publication." To this we received the following answer, from Timothy R. Merrill, clerk and treasurer: "Yours at hand. In reply, will say we find no record of any conveyance, of any name or nature, to the United States Quarries and Granite Construction Company, Barre, Vt., as grantee, or otherwise, in this office."

Now, as to its being a home production, the only excuse, as far as we can see, for calling it a home production is the fact that local attorneys received a fee for the formation of the company; whereas, the state of Maine up to date has received all the money that has been paid for the formation of this company, aside from the attorneys above mentioned. But why not have had it formed under the laws of the state of Vermont? We know that the corporation laws of the state of Maine are very liberal, and this is the reason why many corporations are formed under the laws of this state. The attorney-general of the state of Maine, or any other state, is obliged to certify as to the organization of a corporation, and has certified in the past, and probably will in the future, to many companies which never will have a record outside of the record of incorporation.

Now, regarding the laws of the state of Vermont, we publish herewith a synopsis of the Revised Laws regarding foreign corporations, which were passed by the state legislature, recently in session. These are proposed laws, and we could not definitely ascertain

that they had been passed, but we assume that they have, or they would not have been published.

Chapter 35 of the proposed Revised Laws of the state of Vermont, beginning with Section 707, provides for the registration of all foreign corporations. In substance, Section 707 provides that every foreign corporation doing business in the state of Vermont must first receive a certificate from the secretary of state showing that it has complied with all the requirements established by law.

Section 710 provides in substance that if any foreign corporation carries on any business in the state of Vermont without first obtaining such certificate from the secretary of state, and neglects or refuses to pay the annual tax levied upon such corporations, the commissioner of said taxes may apply to any Court of Chancery for an injunction or restraining order, preventing any such corporation from carrying on business unless such tax as may be levied is paid on or before the expiration of thirty days from the time it becomes due.

Section 714 provides in substance that each foreign corporation must file with the secretary of state a sworn copy of its charter, a statement under its corporate seal setting forth in detail the business which it proposes to carry on in the state of Vermont, the place where it proposes to carry on such business, and it shall also designate some person upon whom service of legal process may be made within said state, and the place where such services may be made.

The other sections of this chapter relate to the methods of enforcement of this act, and the exceptions thereunder relating to foreign corporations doing a railroad or insurance business.

From the above it will be seen that in the future that foreign corporations doing business in the state of Vermont will be obliged to register.

We do not think that any one has asked Mr. J. Big Campbell for a list of the trade with whom he is doing business. We do not believe that any one cares particularly about this, but we would like to have an interpretation of the following: "We have met the enemy on his own ground and defeated him." Now, who is the enemy? Is it the local manufacturer or the retail dealer or possible subscribers to the stock of the company with the long name? We assume that it is the local manufacturer, for he says further on in his letter: "Outside of the few representative firms in Barre, the rest are a detriment to the trade, and with their limited means and facilities they are not able to execute contracts in a proper manner and on time, and the result is the general granite-manufacturing firms are condemned for such delay, and the business is diverted to other granite centers." Now, in this connection, we would say that we personally have been acquainted and are acquainted at this time with every manufacturing firm in Barre and vicinity. We have sympathized with them in their troubles and congratulated them upon their successes, and in our experience there is not a class of men who are more honorable and who work harder than these same manufacturers. We cannot recall a concern in which there has been any amount of outside capital invested in the business. They are, in nine cases out of ten, granite

The episode illustrated is when McKinley, without orders, had two mule trains of provisions brought up, and accomplished wonders in relieving the sick and wounded.

President Hayes, who was then his colonel, saw this act of mercy, and recommended McKinley for his first promotion.

The proposed monument to Robert Fulton is to be from a design by Leopold Bracony.

To commemorate San Francisco's recent earthquake a very handsome monument is now being made in Brussels by an American sculptress, Madame Kuhne Beveridge, granddaughter of the former governor of Illinois, John R. Beveridge. It is to be called "San Francisco Weeping at the Golden Gate," and will be given a conspicuous place in Golden Gate Park. The principal figure, which has just been completed and sent to the foundry, represents a young woman overcome with grief, bringing her offering of flowers and tears to the afflicted city. With one arm raised, holding on high the floral offering, she hides her veiled head on the other. Pose, body, drapery,—all bespeak intense suffering, and the artist has most cleverly personified grief. When it is completed, Madame Beveridge intends to have the figure of slightly tinted marble and the gothic door in golden bronze. The framework of masonry will, of course, be prepared for it in San Francisco. Madame Beveridge has been asked to make a companion piece to exemplify the resurrected city. Should she, as is very probable, undertake this, it will be quite a year before the work is completed. She will take them out to California herself, exhibiting them on the way in London and in New York.



From the Secretary of the National Retail Monument Dealers' Association.

LANSING, MICH., Dec. 18, 1906.

A. M. HUNT & Co., 43 Tremont St., Boston, Mass.

Dear Sir:—

In your last month's issue, you mention receiving copy of circular which is being sent out by the National Retail Monument Dealers' Association. In this connection, wish to explain for the benefit of those who have not received the circular, constitution, etc., and are wondering why they have not received one. Up to date we have mailed to the dealers whose names have been sent in by the State Vice-Presidents and charter members, consequently, in the states which have no Vice-Presidents nor charter members, I have not sent our literature, except in answer to inquiries.

As we did not get the printed matter arranged until November, and in consideration of the fact that dealers would be busy getting out their fall work and closing the year's business; it appeared to be rather an unfavorable time to make a general and systematic canvass. We expect to take this up, however, about the first of the year. A total of about seven hundred circular letters have been sent out to date, and the results have been very encouraging.

(Continued on page 20.)



On the threshold of another year, it is, perhaps, not out of place to leave for a time consideration of the immediate present and give a short review of the conditions that prevailed in the granite industry of Barre during the past year. What relates to Barre, will apply with more or less force to all the granite



W. E. ADAMS,
Late President of the Wetmore & Morse
Granite Co., Montpelier, Vt.

centers of Vermont. The year opened under favorable auspices as regards prospects for work, which were more than justified as the months wore on. After a very busy spring, the summer opened out with an abnormal rush of orders. Every manufacturing plant was worked to its utmost capacity, and it is no exaggeration to state that at least one-fourth more work would have been placed in this vicinity if the necessary granite cutters could have been procured to cut it. As the year went on, the manufacturers fell more and more behind with their contracts, especially those calling for early fall shipment. This delay in shipping was further increased by the unfortunate scarcity of railroad cars, which reached an acute stage in October and continued till the latter part of December. Many consignments of work which could only be loaded on flat cars, were held up, in some instances, two months. One of the railroads shipping finished granite from Barre, report a considerable increase in tonnage over 1905, the figures for 1906 giving about 20,000,000 pounds in excess of 1905. It is to be assumed from these figures that the number of cars containing finished granite billed from Barre during 1906 is not less than in previous years, and that the car shortage was due to the inability of the railroads to furnish sufficient cars to meet the increased demand, occasioned by the greater volume of business. The scarcity of cars caused general dissatisfaction among dealers and manufacturers alike, occasioning, as it did, inconvenience and hardship in many cases. The new Vermont railroad law, which has passed both houses

(Continued on page 32.)

The Metropolitan Museum in New York City.

BY E. W. K.

To describe, in a short article, a museum like the Metropolitan, that has taken the labor of so many years and millions of dollars to bring to its present state of completion, is absolutely impossible. Frequent visits covering a period of several years, combined with a trained knowledge of art, have only served to familiarize the writer with the more important of its acquisitions and a general idea of the sculpture, the paintings, the building and the visitors, will be enough to attempt.

A more unprepossessing jumble of buildings could hardly be imagined. They are the result of different generations of taste.

The entrance from the Fifth Avenue side through the new Statuary Hall, with its magnificent stairway, is really imposing, and a photograph of the hall is shown, but without the great tapestries that have been hanging on the blank wall spaces within the last few days, introducing a mass of subdued color that throws the marbles and bronzes into attractive relief and saves the enormous stone gallery from looking more gloomy and tomb-like than a mausoleum.

On the left of the photograph is a kneeling figure of Ariadne, evidently shown at the time she was abandoned by Theseus, who she had given the clew of thread by which he was enabled to find his way out



SCULPTURE HALL, METROPOLITAN MUSEUM.

Four different architectural firms have been employed in designing the various sections, and each one has apparently worked not only in utter disregard of the others, but rather in defiance.

Wonderful results are promised for the future, and the original modest red brick with its brown trimmings will be completely buried in granite.

Old New Yorkers who have followed the history of the museum's trials, and feel themselves almost a part of it, are very tolerant; while those newer citizens who flock to our shores every year, they throng the place Sundays and holidays with happy, eager faces, in which no criticism is apparent. It is probably visitors from other cities that boast of fine new museums, who make the unpleasant remarks; but let them remember that the very ugliness of the old museum building proves the many years New York has had a public place dedicated to art.

of the Cretan labyrinth. This is a copy of Anné Millet's most famous statue, which attracted great attention and was bought by the Luxembourg in 1857. Millet became an officer of the Legion of Honor in 1870 and died in Paris, Jan. 13, 1891.

The figure, on the same side, of the woman who seems to be floating, is called, "The Veiled Woman" and is by an Italian sculptor, R. Monti. It is chiefly interesting because of the veil drawn over the face, through which the features show as in life, an effect seemingly impossible to achieve in marble.

The next figure of a woman seated is Edmund Stewardson's "Bather."

The large-seated figure in the center, whose back alone shows, is a "Sappho" by Count Prosper D'Espinay.

Silhouetted against the white wall, farther along the gallery, and in the center, is Paul Wayland Bart-

lett's bronze, "Bear Tamer," a very fine bronze group. Mr. Bartlett is a comparatively young man, born in New England, who has already been made a chevalier of the Legion of Honor in France. The General Mc-



William Etty, Painter.

THE THREE GRACES.

Clellan in Philadelphia and General Joseph Warren in Boston are two of his principal works.

Quite out of sight in the photograph, facing the "Bear Tamer," is the exquisite and famous "Iaccante" of Frederick MacMonnies, that was made originally for the Boston Public Library. It is beyond doubt the gem of the collection, and the reason for not reproducing it is that the figure is already so familiar to every one.

The figures on the right of the photograph cannot be readily distinguished, but possibly the seated figure of a woman stands out sufficiently to describe. It is "Semiramis," the queen of Assyria, who is supposed to have built Babylon and led campaigns against Persia, Egypt and Ethiopia. W. W. Story, so well known in New England by his busts of Lowell, Josiah Quincy, Theodore Parker and a statue of Everett in the Boston Public Gardens, is the sculptor.

The standing figure at the extreme right is "Zerbonia" by Harriet Homer.

George Grey Barnard is represented by his group, "The Two Natures of Man," shown in an accompanying photograph. His work is chiefly symbolical, and the influence of Rodin's rugged style in his work is evident, as well as in that of so many of our younger men who have studied in France.

An example of the modern Italian school by G. B. Lombardi, shown, is "Susanna," with plump, tapering fingers, heavy, flowing lines, at once graceful and clumsy.

The museum has a long list of marbles and bronzes that without photographs to illustrate would be uninteresting to describe.

It has been buying a number of the bronze statues, especially those of animals, that Roth, Proctor, Anna Hyatt and other young American sculptors are devoting their talents to now.

Gutzon Borglum's "Horses of Diomedes," shown in a former issue of this paper, and Hermon A. MacNeil's "Sunbow," both very recent acquisitions, are perhaps as fine examples of modern work in bronze as it is possible.

Very interesting to compare with them is a great bronze statue found in Rome, near the church of San Giovanni in Laterana, in the early part of the nineteenth century, of an emperor who reigned in 251-254 A.D. This is modeled with a master hand that only a Michael Angelo or a Rodin could have equaled since.

Sculpture in low-relief in the form of many fine examples of medals, plaques and bas-reliefs make an unusually valuable collection, generally not properly appreciated. These stand between sculpture and painting and often express in two or three inches an effect which in a work of sculpture or painters' canvass, requires very much more room.

A plaque by Charpentier, the famous Frenchman; a bronze medal struck in commemoration of the two hundredth anniversary of the birth of Benjamin Franklin, the gift of President Roosevelt; and a jubilee medal of Queen Victoria, made by Scharff, the gift of Mr. Franklin B. Lord, are the most recent additions to this department.

A large collection of plaster reproductions of antique, Renaissance and Gothic sculpture occupies several of the galleries.

The Bishop room of jades is impossible to describe, but it is enough to say that it is the finest collection in this country.

Venetian glass and figurines, arms and armor metal work, laces, silverware, textiles, ceramics, clocks, fur-



G. B. Lombardi, Sc.

SUSANNA.

niture and musical instruments occupy various galleries, and there are Chinese, Japanese, Egyptian, Greek and Roman collections.

The paintings, however, form the most popular section in the whole museum, for the color and occasional

story attracts even the most ignorant minds, and many more cultivated ones, if the truth were known.

The principal object of museums is to educate, and their art must appeal to every kind of person; but it is like religion,—some are reached one way, and some another.

The Sunday crowds are the most amusing to watch. Whole families of foreigners, hand in hand, go solemnly through the galleries puzzling out the names, with the aid of some youngster who has, already, learned to spell and read in the public schools.

There seems to be some subtle law of contrasts that works in the matter of preference, for it is invariably the jolly and robust who seek out the sad pictures, and stand with tears in their eyes gazing at death-bed scenes, shipwrecks, beautiful maidens in lions' dens, and Charlotte Cordays; while those who have apparently missed every gift of Dame Fortune, are always to be found chuckling over some jolly monk, a small boy in the agony of his first "piece" or a frivolous Spanish flirtation.

There are, of course, mediocre pictures in the museum that have, mostly, been acquired in collections that were donated and have been bought originally for some historical fact told, or overcharged sentimental episode that attracted the collector. Even these pictures have their uses, for the uneducated mind seems to find more to get hold in them, at first, and they are, perhaps, to art, what serio-comic songs and popular airs are to music.

The old Dutch painters are fairly well represented. An unusually fine Rembrandt of a man in a large black hat was the best example for many, many years, but the collection has grown with recent loans, gifts and purchases. A Sybil by Rembrandt, lent by Mr. Theodore M. Davis, and a Holbien are the latest additions. The old Italian and Spanish schools are better shown than the English.

A beautiful picture of Lady Hamilton as Daphne is the newest example of the English painters of Reynolds's, Gainsborough's and Laurence's time. It is by George Romney, who lived between 1734-1812 and it was especially in his portraits of women that he excelled. Lady Hamilton was his most celebrated model

and he painted her as "St. Cecilia," "Joan of Arc," "A Magdalene," "A Bacchante," and many other characters. His Lady Hamilton as "Circe" sold in 1890 for \$20,210. The reproduction of the "Daphne" shows Romney's beauty of form, but the subtle charm of color is lost.

Another new painting is William Etty's, "Three Graces," which shows the work of a later time than Romney's. Etty was born in England in 1787 and died in 1849. His work was chiefly remarkable in its rich coloring and representation of the nude. It bridges the time between the finest days of English art and modern painting.

Theodore Robinson is a modern American painter who was born in 1854 and died in 1896. "The Girl and Cow" is a simple peasant scene, well drawn, well painted and without affectation. It is original, the whole picture vibrates and the leaves actually seem to be stirring. There is no story told except what one's imagination supplies, but it is hard to believe even the most ignorant mind could not grasp the feeling of peace and warmth, sunny skies, green meadows, and a gentle breeze. Nature and man, and the beasts of the field in quiet harmony. This is not the most esthetic phase of art, but it is one of the most beautiful and sanest, and as a nation, we can ask for no more than an appreciation of it.



George Gray Barnard, Sc.

THE TWO NATURES OF MAN.

BROCKTON, MASS.—The Standish Monument Organization has elected these officers for the coming year: President, the Hon. John D. Long; vice-president, the Hon. Arthur Lord; architect, Alden Frink; executive committee, the Hon. John D. Long, William J. Wright, J. Myles Standish, the Rev. E. A. Horton, the Rev. George Hodges, Commodore William Moore, the Hon. Arthur Lord, Moses P. Parker, Dr. Myles Standish, Laurence Bradford, Nathaniel J. Rust, Winthrop P. Soule, Walter M. Farwell. The treasurer and the clerk of the association is Dr. Myles Standish.

BOWDOIN CENTRE, ME.—Bids will be received by B. D. Coombs for the erection of a soldiers' monument, the work to be completed by May 15, 1907.



Marble Channelers



Class 6½ Sullivan "Double Head" Channeler, in Kennesaw Quarry of Georgia Marble Co., Tate, Ga.

This Company employs from 12 to 15 of these machines, which represent the latest development in the rapid quarrying of marble.

Their Capacity is from 50 to 100 per cent. in excess of the standard Sullivan single head channelers.

Catalogue on request.

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BUTTE
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PARIS, FRANCE

from the Secretary of the National Retail Monument Dealers' Association.

(Continued from page 16.)

Many, in joining, express their confidence in the project. Mr. E. A. McColly of Latrobe, Pa., says:—"I regard this as a movement in the right direction, and want to be identified with it." Mr. Roy Anderson of the Brownwood Marble Co., Brownwood, Texas, states that he regrets that he could not attend the meeting, thinks it is a good move, and wants to be in it. Mr. B. G. Wait of the Bloomingdale Granite Co., Bloomingdale, Mich., writes that he thinks it will be a great thing for the retailer, and that it will receive his hearty support. Mr. R. W. Carr of Charlotte, Mich., says:—"I see no reason why there cannot be a great many benefits derived from the Association." Mr. E. M. Wolf of Mansfield, Ohio, in sending his application, hopes the Association will be of benefit to us all, and intimates that there are plenty of chances for reform. Mr. G. L. Jones of the Standard Granite Co., Wilmington, Del., states, unqualifiedly:—"We think it a good thing."

These few show the sentiment as expressed in most of the applications received. Besides this we, of course get some communications from dealers, stating that they do not see how it would be of any benefit to them, but that they are considering it and perhaps will join—others seem disposed to criticise the organization because their competitor, of whose business methods they do not approve, belongs. The objection

seems somewhat inconsistent, as if his neighbor's manner of conducting business is detrimental to the interests of the trade at large, or contrary to his conception of the ethics: we may suppose the Association would endeavor to correct it, providing, of course, that the matter were brought up by a member; but so long as the complainant-elect to remain outside, his charges would not be very seriously considered—probably.

This is only one of the many ideas, which at the present time prevent many from joining, most of them, like the one instanced, do not prove upon examination to be valid. It will necessitate some explaining and some effort to bring the organization up to the standard we contemplate, but we think in view of results to date, and also the merits of the cause, that it will be accomplished in; considering its scope: a comparatively short time.

As we progress, shall be glad to present the matter to your readers through the columns of your valued Magazine, which has been so important a factor in drawing the attention of the trade to the purposes and advantages of an association.

Yours very truly,

G. N. DEMERELL,

Secretary.

Plain Persistency.

Copyright, 1906, by C. A. PEAKE.

One of these days some big man will put his big fist right in the middle of that big O that so many folks are so fond of starting "opportunity" with, and everlastingly damage the importance of the word.



STATUE OF THOMAS JEFFERSON, STATE CAPITOL BUILDING, RICHMOND, VA.

And he will stand up in their rightful place at the gateway to Success two words that begin with letters that are not so staring, but a good deal straighter—"Plain Persistency."

The rest of mankind—when it comprehends—will rise up and call that man blessed.

A lot of fellows—strung all along the ages—have had sense enough not to bother much about Opportunity.

And yet they have done remarkably well.

Opportunity, at its best, is elusive and uncertain—very much like the "good thing" the shabby race-track follower tries to persuade you to put your money on at 60 to 1.

60-to-1 shots do win occasionally—and Opportunity may sometimes make a man.

I don't bet on races, but if I did, I'd back form and past performance.

And I'd hit the bookie's roll a heap sight oftener, even if not for so much at a time.

I'd be 'way ahead of the long shot man at the end of the season, though he might pass me at some single meet.

Most of the money I'd get would come from him—there are so many of him, hanging around all the time.

There have been horses named Opportunity, but never a one named Plain Persistency.

A man couldn't—without making himself out a liar—name a horse that unless the horse had blood, and was a stayer.

Most racing men, somehow, are careful about that little thing called "honor"—often, their word is their whole capital.

So is our word our capital—pity we don't all realize this, for if we did we'd take better care of it.

But I'm getting away from my story.

Plain Persistency, you see—in his class, or course—would simply have to be a winner, while there would be no especial reason for expecting much of Opportunity.

Same thing in human existence.

I have said that Opportunity may sometimes make a man—I'm not sure, though. Does it ever do more than permit one to prove himself?

Plain Persistency has made thousands of men—is responsible for everything mundane that amounts to anything.

Think a few minutes about the meaning of Plain Persistency—don't dismiss it with "That's easy; it means just sticking to it."

There's a lot back of "just sticking to it." There's patience, and bravery, and intensity of purpose, and inability to recognize defeat, and the pride of fair conquest—every human attribute that's commendable.

Great words, they are—Plain Persistency—and I began by talking about these words being placed at the gateway to Success! Why, they are Success!

(It may seem that I'm mixing metaphors a little, but you can't misunderstand. Plain Persistency is



PARSON BLAIN GRAVE, OVERGROWN BY A LARGE SYCAMORE TREE, JAMES TOWN, VA.

"it," all right, while the words are "they," quite as surely.)

Suppose Alexander had begun to tremble when he saw Bucephalus buck and some muscular, agile young

men of his acquaintance describe parabolas in the air and make dents in the ground? Think you he'd have ever made subjects of all the then known peoples?

Suppose Napoleon had been adversely affected, when he entered the French army, by the jibes at his



ERECTED IN THE MEMORY OF THE MEMBERS OF THE HOUSE OF BURGESS, JAMESTOWN, VA.,

Who in 1709 entered into an association against the importation of goods of British manufacture.

small stature? Could he have ever become the "Little Emperor?"

Suppose Grant, when he found he couldn't manage a country tanyard properly, had said, "It's no use, I'm a failure. Everything's against me, I'll quit trying." Would he have ever had the first office in the gift of the American people, and been honored by the nations?

Did Opportunity make Edison? Or Westinghouse? Or Bell? Or Marconi? Or any man you've ever known or heard of who counted creditably and big?

Not by a hatful, my friend.

Plain Persistency made them—every mother's son of them.

And it's doing as much every day for a lot more people—going to do for people right along—for each of us in just such measures as we desire.

You and I can't be Alexanders, or Napoleons, or Grants—present conditions won't permit. As a matter of fact, we may never be known outside a small circle.

But what of that? Our circle is our world, and we can, each of us in our world, easily be front rankers.

Be the best workman in the shop, the best clerk in the office, the best salesman on the road, the best man in our particular business—unless some other fellow beats us out with Plain Persistency.

The pity is, so many of us are willing to be beaten. We'd rather come in with the ruck—rather be "also-rans"—than make the exertion that would land us in front.

That isn't all, either—most of us, when we stay back, keep somebody else back in the dust or mud with us.

Oftenest it's wife and children. How cowardly it is to deliberately belittle those who love us, and whom we ought to want to elevate, even if we're indifferent about ourselves!

It's ever so much pleasanter farther front—less crowding, purer air and better view.

Plain Persistency will take you to the front.

After you've gotten clear of the ruck, you will have more of a chance to see Opportunity if it happens to wander along.

Then take it by the neck and make it your slave—you, who are now a conquerer through Plain Persistency.

Correspondence.

Under date of December first we received a letter from Charles Z. Page, Princeton, N. J., in which he states in part as follows:

"Having read in GRANITE, MARBLE AND BRONZE that you often receive complaints but that proof is lacking, I think the following letters are good ones from beginning to end. I have the job thrown on my hands. Nevertheless, I can dispose of it now to someone, but I absolutely lost my customer and two others, owing to the delay on this job. As the Eclipse Granite Company has not considered me in the business, I have not any cause to shield them."

Under date of Dec. 9, 1905, appears a letter in part as follows: "Your favor of the 6th instant at hand, with sketches enclosed of three cross jobs. In reply, beg to name prices as follows: \$80, \$75, and \$70." Under date of January 31 is the following, from the Eclipse Granite Co.: "Chas. Z. Page, Princeton, N. J. Dear Sir:—We have your favor of the 24th instant, advising us that we may go ahead and finish the cross as per estimate of Dec. 9th. Now, when we named you this price in December, we were very short



WASHINGTON MONUMENT, RECENTLY ERECTED IN NEW YORK.

of work, and figured low in order to receive this order, but at the present time we have a lot of work on hand, and could not accept it at the price; could not furnish it for less than \$85. It is always customary in shipping work through the bank for the customer to make a small deposit as a matter of good faith, to cover freight charges. Kindly advise if we may go ahead and finish your order, at \$85. Also, if you will furnish deposit."

Under date of Feb. 5, 1906, is the following, from the Eclipse Granite Co.: "We are in receipt of your

(Continued on page 42.)

Marble Deposits and Plants in the Vicinity of Spokane, Wash.

Workmen in the employ of the Spokane and eastern companies are uncovering great marble deposits in Stevens county, north of here, and indications are the coming year will see the industry developed. New

ident of the new concern, announces the appointment of Jackson & Co. of New York as eastern agents, and arrangements have been completed to ship three carloads a month. The company has built a wagon road



BLOCKS OF MARBLE QUARRIED FROM THE SURFACE TO FILL FIRST LARGE ORDER BY THE CRYSTAL MARBLE CO., STEVENS CO., WASHINGTON.

capital is coming into the district, which is one of the plateaus and low hills, somewhat timbered, the altitude ranging from 4,082 feet on the peaks to 1,200 feet in the canyons; and, with the spurs to be built by the Spokane Falls & Northern Railway Company, whose system bisects the territory, the quarries will be active.

The Verd Antique Marble Company, which took

from the quarry to the railroad. Mr. White says the new deposit is of the best quality of marble yet found in the district.

The Crystal Marble Quarries Company, of Spokane, has to men in its quarry, 72 miles north of Spokane, and has 20 men in its Division street works in this city. The latest find is curly black and white marble, which exceeds in depth of coloring any marble yet



STANDARD MARBLE AND ONYX CO., COLVILLE, WASH.

over the affairs of the United States Marble Company a short time ago, to miles west of Valley, is bringing out a beautiful green product, and the deposit will be developed. Joseph A. White of Spokane, vice-presi-

taken out. More than \$50,000 worth of marble has been taken out for Spokane buildings in the last eight months. The company will begin shipping to the East and Middle West in a short time. It has se-

cured hone wheel devices for smoothing the stones as it comes from the saws, thus doing away with the rubbing bed.

C. E. Mitchell, of Spokane, president of the Canyon Green Marble Company, of Blue Creek, Wash., announces he has interested Milwaukee capital in the development of the quarries. A wagon road is being built to connect with the county road, and 12 men will work the quarry. Much of this product will be sent to the middle western and eastern states, being used for the interior decoration of public and office buildings and ornamentation in homes.

Other concerns which will renew activities the coming year are the North American Marble & Onyx Company, north of Valley; the Washington State Marble Company, northwest of Valley, where it has water power rights and a mill site; the Pacific Coast Marble, Tiling & Manufacturing Company, east of Valley, where a depth of 40 feet has been reached. The deposits are massive and show no signs of stratification. They are four miles in length and a third of

Marble Company, also east of Colville, in the foothills of the western slope of the Pend d'Oreille Mountains, has 80 acres, where new machinery is to be installed in the spring. The deposits are easy of access, the products varying from pure white to black. Exposures indicate they will resist weather.

The Standard Marble Onyx Company has 625 acres, including a number of massive deposits, the color being grey with some white and has a fairly uniform texture throughout. The material has been burned for lime, but it does not make good lime because of the large amount of magnesia. The limestone deposits are in contact with granite and are found lapping them.

In the Chewelah area, the Great Western Marble Company will prosecute its operations with new energy next spring, while the Royal Serpentine Marble Company will also develop its deposits of 160 acres. The property is easy of access and a wagon road has been built. The deposits are distinctly stratified and dip north at an angle of 45 degrees. They



SHOWING DEPOSITS OF MARBLE ON THE PEND D'OREILLE RIVER, STEVENS CO., WASHINGTON, NORTH OF SPOKANE.

a mile wide. The Green Mountain Marble Company has developed part of its property near Valley, where it has a deposit of green marble with various markings. It is of fine texture and takes a good polish. The Spokane Marble Company has 160 acres and three claims of 20 acres each, the latter located under the place act, near Milan, where a perpendicular face has been exposed for a distance of 50 feet horizontal and 30 feet vertical. The mixtures of black, white and green are probably the best stone found in these deposits, which will be developed in a short time. The company is quarrying and operating a small plant for cutting and polishing.

The Jefferson Marble, Mining & Milling Company has 22 claims of 440 acres with water rights at Clugston Creek, northeast of Colville, northwest of Spokane. The deposits cover a large area. They show stratification in places, while others are solid. The stone is admirably suited for decorative purposes. The dip of angle is from 60 to 80 degrees. The company has a mill and a 6 by 14 foot gang saw for cutting marble, also a nine foot rubbing bed. The Keystone

come into contact with granite and in places the granite reaches the surfaces on top of the hills, while limestone practically surrounds them. Quartzite is also found.

The Columbia Marble & Onyx Company has a deposit east of Chewelah, easy of access, but little work has been done. The principal formations, aside from marble, are granite, quartzite and slate. The marble is hard and will resist the weather well. The Standard Marble-Onyx Company has 160 acres of land five miles southwest of Chewelah. The deposits are on both sides of the narrow gulch and rise in precipitous bluffs 100 feet high, the prevailing color being dark red. Great bluffs of quartz and slate are also being found.

The Northwestern, the Florentine, the Columbia River and the Toronto Marble Companies are others in the Washington district. It is understood a concern at Worcester, Mass., is negotiating for the Columbia River Marble & Lime Company's property, of five claims, 122 miles north of Spokane. The deposits of grey to black marble are of easy access. The

material is finely grained and there is considerable limestone and gravel and sand. The deposits are stratified in places and the surface is badly broken, but with a small expense the property could be developed to paying propositions.

The erection of five and six story office buildings in Spokane and points in the northwest indicates that many of the quarries will be kept busy next year. The stone can be produced at a small cost and blocks and with hauls of less than 150 miles, Spokane can erect marble structures as cheaply as of brick or structural steel.



Among The Retail Dealers

PIQUA, OHIO.—Eby & Hawk have incorporated the business they have been conducting, under the laws of the state of Ohio, under the name of the Piqua Granite and Marble Company; Paul Hawk, manager; W. S. Eby, secretary; capital stock, \$25,000, fully subscribed, as their circular states, at par.

NORFOLK, CONN.—The stockholders of the Norfolk Granite and Marble Company have voted to terminate the corporate existence of the concern. Factional dissensions in the administration led to the decision to wind up the affairs of the company.

WAYCROSS, GA.—F. J. Terry of Rochester, Ind., it is reported, is investigating with a view to establishing marble and granite works.

SAN DIEGO, CAL.—The plant of the San Diego Granite Company was damaged by fire to the extent of \$1,000. The plant is run by a gas engine. The building was a shed, which was consumed.

PETERSBURG, ILL.—The Petersburg Stone and Monumental Company have effected a deal whereby they take over the stock and tools of the T. C. Gibbs' establishment. Mr. Gibbs to retire from business. The Gibbs concern was one of the oldest business establishments of Petersburg, being founded in the early seventies. Mr. Gibbs will continue to live in Petersburg, but has not made his plans known farther than that.

HARLAN, IOWA.—E. M. Lewis, an alleged monument agent of Council Bluffs, has been under arrest. Lewis is wanted on a charge of obtaining money under false pretences. He made a contract to place a monument of the value of \$300. Soon after the contract turned up as a note and was cashed by one of the banks of the city. It is said other parties have similar complaints to bring against him.

PHILADELPHIA, PA.—The Pennsylvania Marble and Granite Company has begun suit against George F. Payne & Co. to recover \$24,261.04, a balance said to be due under a contract made with the defendants to

furnish all labor and materials necessary to finish all the cut-stone work, exclusive of carving, for the new residence of Percival Roberts, Jr., at Narberth. Payne & Co. were the general contractors, but a dispute arose between them and Roberts, and the general contract was annulled. The granite company sues for the enforcement of its contract with Payne & Co.

(Continued on page 52.)



With Apologies to H. K. Yerkes, Poet pro tem. of the Seattle Franklin Association.

This dealer's name was Simon, and he struggled all his life
To make an honest living for his children and his wife;
He went to work at seven and quit when it was late—
And used to work on Sundays on jobs that wouldn't wait.

He died when he was forty, and he owed a granite bill
That ate his plant completely before it got its fill;
He left his family homeless, without a copper cent,
And he owed a piece of money for the payment of his rent.

Why was he so unfortunate? Why was he so unblest?
He had the brains and hustle—he stood most every test;
The trouble, though, with Simon was a lack of business sense

That made him figure *profit* without counting in expense.



He got no pay for carting, of taxes did not think,
He never figured power, designs, steel or ink;
His rent was not included, nor telephonic pelf,
And he never charged a single cent for work he did himself.

He took the price of labor and added cost of stock,
And when the people asked him: "Say, are you doing well?"
He always answered promptly, "Say, I'm just doing swell,"
And charged the patron thusly, never counting that he'd lost.

Dealers had got together to put our Simon right;
To help him get some profits and assist him in his plight;
But he wouldn't listen to them, was suspicious of the bunch,
So they couldn't educate him, even with the proper hunch.

What the Retail Dealers Say About Business, Past, Present and Future Outlook.

The following are answers to questions asked of the retail dealers in different sections of the country, and will give the trade a general idea as to the condition of business in all sections:

Business has been fairly good during the past year. We sell Westerly, New Westerly, Quincy, Barre, Montello, Wausan, North Star, Minnesota, but most of

Business has been good during the past year. Use Barre granite principally and Italian marble. Outlook for the future, good.

WILLIAM SCOTT,
Bakerstown, Pa.

Our business for 1906 was much better and has increased half over the previous years of 1905 and 1904. We have set up in the months of July and August twelve monuments, ranging in price from \$150 to \$500, in Barre and Quincy granites. We are about to install in our plant the latest improvements in the way of pneumatic machinery. We are selling mostly Barre and Quincy granite. Barre is taking the lead over all other granites in our country. We have been selling mostly St. Lawrence marble. Business is increasing in this marble every year. Outlook for business during 1907 is very good. We have \$700 in orders on our books to be cut out of Barre granite, and also four large granite fences to be cut out of the same granite, besides the smaller work, which will be cut from marble and granite. It is our opinion that the out-



CUT BY HENRY J. STURM, BROOKLYN, N. Y.

Pike River Creek; also Vermont blue and Rutland Florence marble. The outlook for business is fair.

CARL MANTHEY,
Green Bay, Wis.

We have had the best business during the past year that we have ever had; have erected two derricks, and they are saving us much time and hard lifting. We use Barre granite mostly and blue Vermont marble. Outlook for business for the coming year, fair.

J. N. WESTLUND,
Center City, Minn.

Business has been good during the past year. We use nothing but marble in this section of the country, principally Gouverneur and Georgia. Business is good. Run a small shop; are also in the contracting and building line in the summer time.

BENJ. SEUFERT,
Ferdinand, Ind.

Business has been good during the past year. Have sold a number of \$300 jobs. Use principally Quincy and St. Cloud granite and Vermont marble. Outlook for business for 1907 good.

W. MARVIN,
Pipestone, Minn.



CUT BY HENRY J. STURM, BROOKLYN, N. Y.

look for 1907 is better than ever before in this, the eastern part of Pennsylvania. With a Happy New Year, and a good business for 1907.

CATAWISSA MARBLE AND GRANITE COMPANY,
Catawissa, Pa.

We have had an average business during the past year. One monument which we have sold, worthy of mention, which has just been completed and erected in Forest Lawn Cemetery, is for ex-Postmaster-General Wilson S. Bissell. It is a shaft 37 feet high, base 8 feet square, and is a reproduction of the Mary Washington monument, which we erected in 1894 at

With the Season's Compliments

PROPRIETORS OHIO GRANITE WORKS
MANSFIELD, OHIO
FOR RED MO.

We wish you a prosperous New Year

ALEX. FRASER & CO.

Wholesalers and Manufacturers

MANSFIELD, OHIO

Have you received our estimate on that work you have to buy?

At the very lowest prices

WE SELL ALL THE AMERICAN AND FOREIGN GRANITES

Fredericksburg. Mr. Bissell was present at the dedication of the latter monument, and was so well pleased with it that he ordered one to be erected on his lot. We have installed a new 25 horse-power gas engine and two Ingersoll-Rand compressors, completing an up-to-date pneumatic plant for turning out the largest and best class of work. We use Barre granite and no marble. The outlook for business is exceedingly good.

JOHN CRAWFORD & SONS,
Buffalo, N. Y.

Business has been extremely good during the past year. Have erected several good-sized monuments, mostly of Quincy and Wisconsin granite. We use Sutherland Falls marble. Outlook for business at present, fine.

H. M. WAHL,
Bremen, Ind.

Business for the past year has been very good; highest class monument sold during the past year, \$850. Use Barre granite, Rutland blue marble. Business outlook very good. I have several thousand dollars' worth sold ahead for 1907.

W. S. HUGHES,
Decatur, Ind.

Business for the past year has been very good. Use principally Red Carnation, Quincy and Barre granites, and different kinds of marble. Outlook for business, good.

B. W. JAMES,
Guttenberg, Iowa.

Business has been very good during the past year. Use principally Jasper, Red Beach, Maine and St. Cloud, Minn., Canton and Georgia marble. Prospects good and have at the present time orders for three granite jobs, five marble, and more in sight.

NELSON & RAE,
Jasper, Minn.

Business has been good during the past year. We have sent you photographs of the Robson job, originally designed by me, and cut in my yards. I have also made two of the Gress design, and one for Congressman G. H. Lindsey, Brooklyn, N. Y.; am at work upon the third at the present time. Have extended my works at 16 and 18 Vermont Street 75 feet front by 108 feet deep. Use principally Barre and Quincy granite and Italian marble. Business outlook very good.

HENRY J. STURM,
Brooklyn, N. Y.

Business has been good during the past year; have added two men to my working force. Use principally dark Barre and dark Quincy and Vermont marble. Outlook for business, good. There have been many deaths.

HENRY J. STELZER,
Salina, Ohio.

Business has been exceedingly good; mostly cash when monument is set; jobs have amounted to \$400 or less. Use Barre and St. Cloud granite and Brandon marble. Outlook for business, good; but prices are cut to pieces by firms who have overstocked and will have to undersell in order to get money to meet their obligations.

WILLIAM BENSON,
Fort Dodge, Iowa.

Business has been good during the past year. Have installed a pneumatic-tool plant. Use principally Barre and Quincy granite and Vermont marble. Outlook for business, good.

GEORGE B. HARMON,
Brockport, N. Y.

Business has been fine during the past year. Have sold several monuments which are large for this district, the largest one being the Clark monument, design No. 2274, W. C. T. & Co.; also two other large monuments. Expect to install electric power after June, 1907. Sell mostly Concord, Barre and Wisconsin red granite and Vermont and Northern New York marble. Business outlook was never better.

R. H. FREDERICK,
Ashland, Wis.

Business has been good during the past year; have sold no job worth over \$3,000. Use principally Barre granite and Georgia marble. Outlook for business, good.

WELLS BROTHERS,
Fort Worth, Tex.

Business has been excellent during the past year; have sold about \$10,000 worth of work, including a fine soldiers' monument, which is to be set during the coming summer. I have erected a new modern shop. Use all kinds of granite and all kinds of marble.

L. NEIS,
Jefferson, Wis.

Business has been fair during the past year. Use principally Barre and Quincy granite and Vermont blue marble. Business outlook fair.

DOVER ELECTRIC GRANITE WORKS,
Canal Dover, Ohio.

Have had the most successful year in our business experience. Have erected a soldiers' monument in the local cemetery, which consists of two bases, die and cap, surmounted by life-size figure of a soldier, all cut from light Barre granite by Drew Daniels, Waterbury, Vt. Also set a heavy sarcophagus monument at Green Meadow, Minn., two bases and cap, cut from light Barre granite, with carved granite cap and die, extra dark Barre, the whole job weighing twelve tons, and being the heaviest job in this part of the state. This was also furnished by Drew Daniels. Balance of the output completed work running from \$100 to \$400. Purchased the plant of T. J. Abrahams complete, with three tools, surfacer, pneumatic plant, elec-

HARRISON SUPPLY CO.

NATHAN C. HARRISON, General Agent

5 & 7 Dorchester Ave. - Boston, Mass.

(NEAR SOUTH TERMINAL STATION)

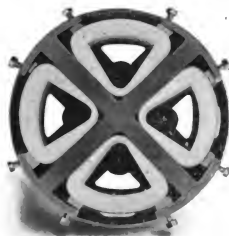
CHILLED STEEL SHOT

NOT THE CHEAPEST BUT POSITIVELY THE BEST

GRANITE AND MARBLE POLISHERS' SUPPLIES
OF EVERY DESCRIPTION



TOP



BOTTOM

R. GARDNER PATENT MARBLE POLISHING WHEEL

Pneumatic Polishing Machinery

Perfection Polishing Machines

Marble City Polishing Machines

Pneumatic Tool Hose and Supplies

Gardner Patent Marble Polishing Wheel

the greatest invention in a decade — will positively polish 75 feet of marble
per hour direct from rubbing bed

THE LARGEST CONCERN IN THIS COUNTRY HANDLING SUCH GOODS EXCLUSIVELY

All Goods Guaranteed

Write at once for a complete catalogue

tric power, polishing wheels, etc.; have improved them somewhat. Use principally Barre, with St. Cloud and Wisconsin next in order given. Very little marble sold here. Outlook for business, good.

SVEN ANDERSON & SON,
Austin, Minn.

Have had a good business during the past year. Have erected a very fine, carved, hammered monument in the local Catholic cemetery; also a column-die monument of St. Cloud red granite, erected near Hustler, Wis. Have added a polishing machine to my plant, and contemplate an addition to my works next spring. Use principally Barre and St. Cloud and Warsaw granites, blue and Gouverneur marbles. Outlook for business, fine.

HYNNE-BENRUND GRANITE COMPANY,
LaCrosse, Wis.

Business has been fine during the past year; have sold several fine monuments; have not the time to give details. Built an up-to-date plant at Eau Claire, Wis., using concrete blocks. Will have all modern appliances suitable for the retail business. Use Barre, St. Cloud and Quincy granites and Vermont extra dark blue marble. Business outlook never better.

C. J. CROSBY GRANITE COMPANY,
LaCrosse, Wis.

Business has been good during the past year. We have sold two jobs similar to the enclosed sketch, erected at Oak Hill Cemetery, Hammond, Ind. One has a 7-foot square-bottom base, price \$1,500, and one like the sketch for \$1,000. Have also sold several large sarcophagus monuments, with carved caps, ranging in price from \$450 to \$800. The tendency of our trade here is to carved work in light granite. Thankful to say, that the rock-tace abomination is surely dying. We have moved our Hammond branch, which for ten years was in the business center of the city, to Oak Hill Cemetery, and erected a permanent cement block building and office. This is at the intersection of two roads leading to seven different cemeteries. We are glad we made the move, the business done exceeding all expectations. We use Barre, Quincy, pink Westerly, Concord, Woodbury, Troy White and red Swede granites; use the Vermont Marble Company's marbles. We think last year we beat all previous records. (They add to this report) We were the pioneers in the trade, cutting our first monument under an apple tree, and the apple tree is still standing, bearing fruit, a testimony to our success. We are also patentee of the best concrete burial vault; the right to manufacture for states and country we are now selling.

LAKE COUNTY PIONEER MONUMENTAL WORKS,
Crown Point, Ind.

Business has been very good during the past year; have sold nothing large; have sold principally Vermont granite, some St. Cloud and Missouri granite, Gouverneur, N. Y., marble. Outlook for business, good.

R. HAYS,
Carlinville, Ill.

Business has been good during the past year; have sold two monuments similar to the sketch enclosed; have a good show for another one. (The sketch shows a sarcophagus monument, bottom base 5-11 x 3-4 x 1-5, with moulded cap and third base.) Sell mostly Barre granite, very little marble of any kind. Business for the future promises good.

YAVORSKY & HOGAN,
Iowa City, Iowa.

Business for the year 1906 has been very satisfactory. We have erected a new shop and moved our machinery into it. We are now located in the famous Blue Hole Quarry, located upon the B. & O. S. W. R. R., where we get dark blue oolitic stone direct from the quarry, at first cost. We have sold more dark Barre granite than any other, but the local demand is for oolitic stone. We also sell the different grades of marble from the Columbian Marble Company, and have had some Georgia marble orders. The outlook for 1907 is most flattering. The orders are coming in, with every indication that they will continue, and for a good class of work.

KEACH & CARMICHAEL,
Bedford, Ind.

Business has been very good during the past year. We make a specialty of the "Woodmen of the World" monuments; have made improvements during the past year which have cost us \$6,000. Sell Bedford stone only. Business looks quite encouraging.

JOHN A. ROWE,
Bedford, Ind.

Business has been very good during the past year; sold nothing out of the ordinary. Have several good jobs under the hammer. Have put in new machinery during the past year. Sell Vermont granite mostly, some Wisconsin and Quincy; sell very little marble, if any. Business outlook is good. Have plenty of work for the winter.

A. S. KITTELL,
Constantine, Mich.

Business has been very good during the past year. Have sold several good-sized Barre monuments. Have a four-tool pneumatic plant and a Caviechi polisher. Sell Barre and Quincy granite mostly and Brandon-Italian marble. Business outlook extremely good.

T. S. WRIGHT'S SONS,
Brownsville, Pa.

We have had a good trade since March 1. Have erected two 7-ton monuments during the past season and other work of smaller size. Have installed a pneumatic-tool plant, which operates from three to five tools. Use Quincy, Barre and some rose Swede granite, and Brandon-Italian marble. Business outlook very good. (J. C. Shull purchased his mother's interest in the business Aug. 1; formerly ran the business under the name of D. J. Shull & Son.)

J. CARL SHULL, Successor to D. J. SHULL & SON,
Chambersburg, Pa.

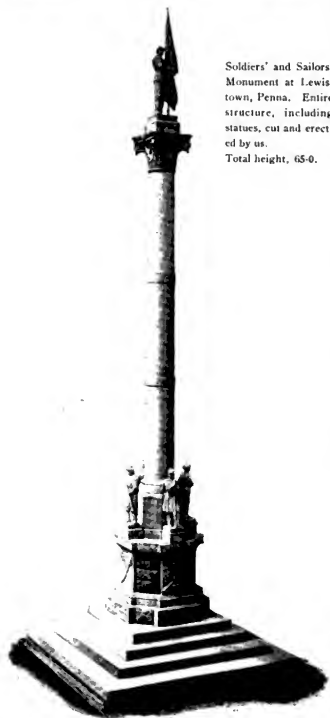
Moore Bros. & Brault

Barre, Vermont

SUCCESSORS TO INNES & CRICKSHANK

Monuments, Mausoleums and Building Work

MODERN PLANT AND MODERN MACHINERY



Soldiers' and Sailors' Monument at Lewistown, Penna. Entire structure, including statues, cut and erected by us. Total height, 65-0.

Business has been good during the past year. Have sold some quite expensive monuments during the summer. Have purchased mostly Barre granite, Vermont marble. Outlook for business, good.

SHAW & LEE,
Eaton Rapids, Mich.

The past year has been the best in twenty-six years. Our trade has been in larger-sized monuments than previous years. Have sold several ranging in price from \$1,000 to \$3,000, and one mausoleum for \$8,000. Our plant is fully up to date, two stories high, stone front, with offices and showroom, with overhead traveler and pneumatic-tool plant. Sell mostly Barre granite and the best grades of the product of the Vermont Marble Company. There is plenty of money in the country. Teddy Roosevelt is in the saddle, and the outlook should be good.

S. P. ATKINSON MONUMENT COMPANY,
Champaign, Ill.

Business has increased 25 per cent over past years. I built an addition 50 x 24 workshop, and added a rotary and drag polisher, also two pneumatic tools. Use Barre and Warsaw granite, Rutland dark blue marble. Expect a 50 per cent increase for 1907. CLINTONVILLE MARBLE, GRANITE AND STONE WORKS, Clintonville, Wis.

Business has been fair during the past year. Use mostly Quincy and Barre granite, Vermont blue marble. Outlook for business, good.

AUBURN MARBLE AND GRANITE WORKS,
Auburn, Neb.

Business has not been good during the past year. Use mostly Barre granite and Italian marble. Outlook poor.

JAS. F. WALSH,
Brooklyn, N. Y.

Business has been good during the past year. Improvements were confined to equipment (trucks, setting machinery, etc.). Use granites and marbles in order named: Barre, Quincy, Westerly, Italian, Rutland. Use marble only to match work already erected. For all new designs, use granite.

ROBERT REARDON & SON,
Flemington, N. J.

Had a fair business during the past year. Use mostly Barre granite and Vermont marble. Outlook for business, good.

F. X. SIEBERT,
Brookville, Ind.

Business has been very good during the past year. Have bought a lot of land side of the present shop, and now have a frontage of 45 feet. Use principally Battlefield, Blue Westerly and Barre granites, Brandon-Italian marble; have a good many orders booked for spring; future outlook good. Have a good stock of marble in the yard, and desire that wholesale dealers send me sketches of their finished work, as I want

to double my trade in the spring, and therefore am in need of a whole lot of finished work in the yard, ready for lettering, so that I can be prepared when the rush comes. Never had any trouble to buy stock. Wishing you a Merry Christmas and a Happy New Year, Fred C. Reinhard, proprietor.

SOUTH ALLENTOWN MARBLE AND GRANITE WORKS,
1020 Emaus Road, South Allentown, Pa.

Have done double the business of any year since we were in business. Our sales this year amount to \$30,000. We do not employ agents. Have sold a number of monuments ranging in prices from \$500 to \$1,200. Have made no improvements during the past year except to cut out the jobbers and jugglers. Sold mostly Barre granite, and find that this gives the best satisfaction. We do not sell marble to any extent. Have sold a little, principally Vermont blue. Expect to do a business of \$50,000 this year. Have on hand for spring delivery orders for monumental work which we value at \$10,000.

MILLER MONUMENT COMPANY,
Kearney, Neb.

We call the business that we have had in the past year good. There has been a small gain each year ever since we started, five years ago. During the past year we have erected a monument for F. J. Roadley, which is of a different design from any that has been erected in this vicinity, and it looks good, cut in red Missouri granite; consists of a polished ball, 2 feet in diameter; cap, 4 x 2 x 1-6; die, 3-6 x 1-6 x 1-10, 4-1 x 2-1 x 1-0; bottom base, 5-2 x 3-2 x 1-6. Have built a showroom 75 x 25 and an office front of polished granite and Indiana limestone. Use mostly dark Barre granite and Vermont blue marble. Outlook fair.

MAPLE CITY GRANITE COMPANY,
Adrian, Mich.

Business has been good during the past year; have cut mostly Barre granite, Rutland, Vt., marble. Outlook fair.

FRANK C. BRANDT,
Allegheny, Pa.

We have had an average business during the past year. Have installed a pneumatic-tool plant. Use Barre granite and Vermont marble. Outlook for business, good.

H. A. SHEFFIELD & SON,
Chagrin Falls, Ohio.

Obituary.

Joseph H. P. Hunt, for twenty-five years manager of the Hallowell Granite Works, Hallowell, Me., died Nov. 27, after a long illness. He was born in Vinal Haven and learned the trade of stone-cutting. He was a director of the Hallowell National Bank, the Pittsfield Trust Company and the Hallowell Granite Works.

Barre News.

(Continued from page 16.)

and received the governor's signature, ought to make a recurrence of this car scarcity an impossibility. The clause of the bill of most importance to the monumental trade is that requiring railroads to furnish cars to shippers within four days (Sundays or holidays not included) after receipt of written order for them. Failure to do so renders the railroad liable to heavy penalties and also liable for any damage which may result from refusal or neglect to provide cars in the time above specified. This car clause should remove a load of worry from the minds of the manufacturers in regard to future shipments, besides being an assurance to the dealers that their work hereafter will be shipped as soon as completed, or at the latest, four days after. The past year, considered right through, was one of the most prosperous yet experienced in the granite industry of Vermont. A number of new plants were erected during the year, and as many more projected, which expansion would seem to confirm the oft-repeated assertion, that the granite business is but in its infancy. Little in the way of new forms of machinery used in the working of granite were introduced during 1906, though a few minor improvements were made in various directions, such as on derricks and machine drills. The work fell away, as is usual, towards the end of the year, but the manufacturers feel confident that 1907 will see a repetition of the busy conditions that prevailed during 1906.

The past year's output of rough granite from the Barre quarries has exceeded all previous records. Never before in the history of the quarries was there such an area of first-class stock being worked. A number of new companies were formed during the year to improve old and open up new quarries. Large new powerful hoisting cranes were installed in many of the quarries, among others being two boom derricks, lifting 75 tons each, built to the order of E. L. Smith & Co.; also one boom derrick of 40 tons, erected at J. K. Pirie's dark quarries. The Barre Railroad reports an increase of 10 per cent over 1905 in tonnage of rough granite conveyed on their cars from the quarries. This railroad, which transports the greater part of the rough stock from the quarry hill, has ordered seventy-five new flat cars from the Laconia Car Company, Laconia, N. H. It is expected that delivery of these new cars will be made next April. This addition to their rolling stock should afford some relief from the congestion of the past year.

At the regular annual meeting of the Granite Manufacturers' Association, held in their rooms Dec. 12, the following officers were elected for the ensuing year: President, John McDonald; first vice-president, William Barclay, Jr.; second vice-president, William Marr; treasurer, George Robins; secretary, James Campbell; executive committee, H. J. M. Jones, D. F. Ryle, Joseph Brault, John Magnaghi and the above officers, *ex-officio*; auditors, Donald Smith and M. N. McIver. The members were well pleased with the past year's work of the association and also with the excellent trade conditions that have prevailed during 1906.

JOSEPH NEWALL & COMPANY
QUARRIERS & MANUFACTURERS

WESTERLY, RHODE ISLAND
BLUE, PINK AND RED WESTERLY GRANITE

Perfection in
monumental
work is
attained only
by carefully
selected
stock and
the best
grade of
workman-
ship



The only
company in
Westerly
doing an ex-
clusively
wholesale
business
We never
compete with
the retail
trade

NEWALL QUALITY
"THE STANDARD OF TWO CONTINENTS"
AND THE
HIGHEST ACHIEVEMENT IN MONUMENTAL ART

Smith, Whitcomb & Cook Company, the well-known manufacturers of the Champion polishing machines and the Barre boom derrick, report 1906 as the busiest year yet experienced by the company. During the past twelve months they have shipped derricks to all parts of the country, including six to the Dominion. Many orders for these derricks were also received from local quarry owners and erected during the year. Two traveling cranes and twenty polishing machines were shipped to different granite concerns at Quincy, Mass. Altogether, Smith, Whitcomb & Cook Company are more than satisfied with the business done during 1906, and from the present outlook are confident that the present year will not fall behind its predecessor in the amount of business.

The directors of the Wetmore & Morse Granite Company held a meeting December, 1906, at which F. M. Corry was elected president and L. P. Gleason, vice-president. E. H. Deavitt was made a member of the board of directors to fill the place of the late W. E. Adams. A committee, composed of Col. F. E. Smith and E. P. Coleman, was appointed to draw up

during 1906, reveals a unique variety of sculpture and carved hammered monumental work, which not only does credit to them, but will do much towards bringing Barre to the front as a granite center where art does occasionally rise above the strangling effects of competition. Novelli & Calcagni recently bought of Melcher & Hadley a large strip of ground, comprising about a dozen building lots, on part of which preparations are being made for the erection of a modern cutting shed 260 feet long and 60 feet wide. The shed will be ready for occupancy June 1, 1907, and will be fitted up with all the latest improvements known in the granite-cutting business.

Among the Barre firms that have this past year moved to new and larger premises, is the well-known concern of Trow & Holden. This firm, with their ever-increasing business, had outgrown the accommodation of the machine shops occupied by them for a number of years. Looking around, they found just what they wanted in the buildings known as the "fork shop," situated on South Main Street. This solid brick structure they purchased last spring, and during



A RECENT VIEW FROM THE QUARRY OF THE WETMORE & MORSE GRANITE CO., BARRE, VT. SIZE OF THIS BLOCK OF GRANITE GIVEN IN THEIR ADVERTISEMENT.

resolutions on the death of W. E. Adams, former president of the company. The directors also declared a dividend of 7 per cent, payable Jan. 7, 1907.

C. W. McMillan & Son have kept advancing with the times. They report having done a very large business during 1906, employing on an average 2½ gangs of cutters. They have completed a number of very fine monuments the past summer and fall, some of the specimens of their work being of a very ornate character. This firm has recently installed an air compressor, which will rank among the best in the neighborhood for its size and perfection in running. It is the intention of Messrs. McMillan & Son to increase their facilities in the near future by the addition of a large new surface cutter.

Novelli & Calcagni have in the past year doubled the amount of their business. A glance over the order books of this firm, showing the contracts completed

the summer entirely altered, inside and outside, transforming its whole appearance, until it is now quite an architectural feature of Main Street. The two-story office was added to the original buildings by Trow & Holden and was built of brick, in keeping with the main erection, which covers an area 200 feet long and 40 feet wide. Entering through the main door, the visitor finds himself in a well-appointed, up-to-date office, furnished with all appointments tending to facilitate business. From the office, one first enters the shipping-room, 60 x 20 feet. In this room ranged on shelves all around can be found every tool required in the working of granite. The journeyman and apprentice granite cutter, as well as the manufacturer, can have all their wants supplied from the contents of this room, even to the chalk line and chalk. Turning to the right, a door leads to the machine shops, where are located the machines turning out the well-known Trow & Holden pneumatic tools. This machine shop is 40 x 40 feet, and all the floor space is being



"GRANITE, MARBLE AND BRONZE," JANUARY, 1907.

BOTTOM BASE . . .	9	—	0 X 9	—	0 X 0	—	10
SECOND BASE . . .	6	—	7 X 6	—	7 X 0	—	9
THIRD BASE . . .	4	—	9 X 4	—	9 X 0	—	9
DIE	3	—	11 X 3	—	11 X 9	—	0
CAP	3	—	2 X 3	—	2 X 1	—	6
FENIAL	1	—	11 X 1	—	11 X 1	—	8
UPPER DIE	2	—	2 X 2	—	2		



"GRANITE, MARBLE AND BRONZE," JANUARY, 1907.

BASE 4—082—821—4
DIE 3—821—823—2

PRICE
Barre Granite C I E
Westerly Granite A A E
Troy White Granite A V Y
Concord, N. H., Granite C I E

A Happy New Year to All Customers

We thank all customers for orders placed with us. We appreciate to its full extent the confidence placed in us by you and believe that we have merited that confidence.

Our past year's business has been satisfactory and we hope that you will not forget us this year.

MARR AND GORDON

Granite Manufacturers

Barre, Vermont

the delicate, intricate machines, each one doing its particular part in the production of the air tools. A flight of steps leads downward from this shop to a large store-room 100 x 24 feet, in which is kept all the raw material required in the business. Adjoining the machine shop and opening out from it, is the finishing room, where the pneumatic tools receive the final touches before shipping. Adjacent to the finishing department is the shipping room, 60 x 20 feet. Passing along, the visitor arrives at the forge department, where all is noise and blazing forges. There are four trip hammers constantly at work, besides a large converted steam hammer, now worked by air power. One notable feature of this large forge department is the entire freedom from smoke and gases, which are carried off by an ingenious arrangement, known as a fan sucker. Underneath the machine shops a basement runs the entire length, in which is situated two water wheels, each of 65 horse-power, and capable of being worked separately or in combination, in the latter case giving 130 horse-power. The large air compressor is located in this basement, as is also the boiler, generating steam for heating the whole establishment. One is impressed with the complete and thorough manner in which this up-to-date granite-tool plant is fitted up. Nothing has been overlooked that modern methods suggest. Altogether, Trow & Holden are to be congratulated on the excellence of their new plant, which marks a considerable advance on any business of its kind, in the vicinity, that is devoted entirely to the production of granite-cutting tools.

The shipping of granite by express is an occurrence that happens but seldom, but this actually took place Wednesday, Dec. 5, when the Ellis Granite Company of Northfield forwarded by express a block of granite weighing several hundred pounds. The object was to get the shipment to its destination with the least delay possible. This is a method of shipping granite that is little likely to be generally adopted.

The Woodbury Granite Company of Bethel recently shipped to Newark, N. J., forty-two carloads, which forms the last consignment of granite to be used in the construction of the Orange County Court House. The Woodbury Company, which received the \$100,000 contract three years ago, have had the most part of this large shipment cut and ready for the builders over a year. The storage of forty-two carloads of cut granite necessitates the use of valuable space about a cutting plant, so the Woodbury Granite Company are no doubt well pleased to have the storage accommodation, which has been taken up for such a lengthened period by this last portion of the County Court House contract.

Miss Mary Barclay, daughter of William Barclay, the senior member of the firm of Barclay Brothers, and mayor of Barre, was married recently to Geo. H. Gilman, who is employed by the Sullivan Machinery Company of Claremont, N. H. They went on a short wedding trip. Upon their return, they will reside at Claremont, N. H.

There have been many days in Vermont during the past month when it has been impossible to work either

in the quarry or in the shed, owing to the extreme cold weather, the thermometer at times going as low as 35 below zero. At St. Johnsbury, Vt., it is reported to have reached the low point of 50° below. This is extreme weather, even for Vermont, where zero weather is not looked upon as extremely cold. The cold weather is coming early, and we trust it will not stay late.

E. Cavicchi has succeeded, by using his polishing machine, in connection with a boring pipe, which was fed with shot, in drilling a 2½-inch hole the full length of two 10-foot granite columns. The fear of breaking the columns deterred others from undertaking the task. The Harrison Supply Company, Boston, are the selling agents.

It would seem from the local paper that an endeavor has been made to provide the necessary cars to take care of the monumental work which has not been shipped. It was reported on Nov. 20 that there were fifty-one cars, fully or partially loaded on the tracks. Sunday, Nov. 18, the train crews worked all day. But in the same item appears the following: "A better locomotive is needed for shifting the cars. The one in use now leaks so badly that it freezes to the track if it stops moving." It is plainly evident that many of the shipments are too late for the manufacturers to hope to get returns before the spring. An attempt to clean up the surplus of work now is like locking the barn door after the horse is stolen.

The Lane Manufacturing Company of Montpelier, Vt., have during the past twelve months done the largest business ever experienced in the history of the firm. When the granite industry is enjoying a period of prosperity, the fact is reflected in the demand, which invariably arises among the manufacturers, for new and up-to-date equipment. The Lane Company have shipped during 1906 nine traveling cranes, with a lifting capacity of 10 to 20 tons. Three of these cranes have a span of 50 feet. One was of the electric type, and which after an extended trial has given the highest satisfaction to the firm to whose order the crane was built. That a period of exploitation and expansion is passing over the granite-quarrying business, is evidenced by the large number of boom derricks shipped by this firm during the past year to quarries all over the country. Among others, they built twelve of the heaviest type, designed to lift the largest blocks of granite. The Lane Company are seriously considering the necessity of working day and night shifts in order to overtake the abnormal amount of work they have on hand.

MONTPELIER, VT.—During 1906 the conditions prevailing in the granite industry here were precisely the same as reported from other granite centers. The manufacturers had all the work they could handle, especially during summer and fall. This similarity in conditions applied also to the car shortage, which affected Montpelier in the same degree as other places. At the time of our visit, the latter part of December, all the cutting sheds seemed to be running at their fullest capacity, whereas the majority of Barre manufacturers were reducing their help.

PATCH & CO.

Quarriers of

Fine Light and Medium Granite

GUARANTEED FREE FROM IRON

SPECIALLY ADAPTED FOR HAMMERED WORK, POLISHED
BAND AND TRACINGS

Office at Montpelier, Vermont



End of sheet in our quarry
15 x 15 feet square. Of unknown length
and width

C. Bianchi & Son have done an exceptionally large business during the past year, and commence 1907 with a fair amount of work for spring delivery. They have at present under way in their cutting shed two good-sized mausoleums, the roof stone of one of them measuring over 21 feet long. They have run on an average from two to three gangs of granite cutters during 1906.

Mr. Parry, of the manufacturing firm of Parry & Jones, besides attending to his business responsibilities, finds time to manipulate the camera, and carrying his knowledge of the art into practical use in getting up monumental designs. The many specimens of his photographic work which we have seen, reflect credit on Mr. Parry's skill, and would compare favorably with the best professional work. His outdoor photos of monumental subjects are exceptionally good.

Bonazzi & Bonazzi, Montpelier, Vt., who recently took over the modern straight shed purchased by them, have already outgrown its accommodation and contemplate further extension. They have completed and shipped during the past year four mausoleums, besides a number of handsome sarcophagus monuments. They have booked some large jobs calling for spring delivery, among them a \$5,000 vault. We were shown a considerable accumulation of finished work laying in their shed, held up for lack of railroad cars. There was at least five carloads, the most of which had been completed for some time.

Frederick J. Robar & Co., Montpelier, Vt., have employed their full complement of cutters during 1906 and have shipped a large amount of hammered and polished work. They have sufficient contracts on hand to keep them busy for some time, and look forward to another busy year.

Comolli & Co. have enjoyed a large share of the unprecedented prosperity which characterized the granite business during 1906. They had never less than two gangs of granite cutters on their pay-roll during the year. At the time of our visit their shed had a very busy appearance, being occupied to its full extent. Mr. Comolli is well supplied with spring orders, and looks forward with confidence to the future.

Dineen & Co. steadily maintain their first-class reputation; 1906 was to them a most successful year. They had throughout all the work they could handle, the larger part consisting of an excellent class of hammered and carved work. Our attention was drawn by Mr. Dineen to the full-size drawings and models of an exceptionally handsome and massive sarcophagus monument, the contract for which his firm had secured, and which calls for spring delivery. The dimensions of bottom base are 12 x 8 feet, and the total height of monument 7 feet 1 inch. The die is ornamented with heavy festoons all round. To give some idea of the massive proportions of this sarcophagus, it may be stated that the carved festoons are raised 6 inches from face of die. Dineen & Co.

are contemplating alterations in their plant during the present year, which will add to their facilities and increase the output of work.

J. A. Martinson has experienced during 1906 the best business he ever had; not only so, but he enters the present year with bright prospects ahead. He has secured a goodly share of spring work, which will keep his plant going to its full capacity. Between one and two gangs of cutters were employed by Mr. Martinson during the past year.

Milne & Robertson, who are among the new firms created during 1906, have done a most successful business since they started in Birnhan's meadow. They have at present under the hammer a very handsome hammered Celtic cross, height 8 feet 2 inches, carved front, back and sides. The carving is of an elaborate description, cut in high relief.

The large business done during the past twelve months by the Eclat Granite Company more than justifies the wisdom of the step they took when they purchased and removed to the large, finely equipped plant, known formerly as the McDonald & Cutler. The work completed during the past year by the Eclat Granite Company comprises all kinds of monumental work, large and small, polished and hammered. They have some very fine contracts on their order book to commence the present year. One feature of the business, on which this firm are to concentrate their efforts during 1907, is the completing and shipping of their contracts to time. This is a move in the right direction, and if generally adopted, would give much satisfaction to the retail dealers.

Correspondence.

(Continued from page 22.)

favor of Feb. 2d, we did not wish to inconvenience you or make you lose any money on a contract; but if you will make a deposit of \$20 and permit us to ship bill of lading through the bank, we will furnish your order and get it away for you within a reasonable length of time."

Under date of Feb. 12th, from the Eclipse Granite Co.: "Your favor of the 7th instant duly received, with check enclosed for \$25. We enclose receipted bill herewith. As regards the date of shipment, would state we cannot give you an exact date, but will endeavor to get it out inside of 40 to 60 days."

Under date of April 19th, from Eclipse Granite Co.: "In reply to your postal of recent date, with inquiry in regard to the cross job, would state that we have this job well under headway and expect to make a shipment in about ten days."

Under date of May 18th, from the Eclipse Granite Co.: "Your postal of the 17th instant at hand and noted. We would advise that your monument is all finished and are loading the same to-day. Will forward bill of lading Monday. Sorry it has been delayed, but as we stated before, we had quite a lot of work on hand."

Under date of May 22d, from the Eclipse Granite

There is nothing better anywhere than the original

WESTERLY GRANITE

recognized as being unsurpassed for fine carving, Statuary, Hammered and Polished Surfaces

BLUE, WHITE AND PINK STOCK

We furnish
rough stock
in all
sizes at
reasonable
prices

Send for our
price list

Consult us
about
your best
work



Designers

Sculptors

Quarry

Owners

and

Manufact-

urers

Our modern manufacturing plant and well equipped quarries insure prompt and reliable service

THE SMITH GRANITE CO.

WESTERLY, R. I.

Co.: "Kindly take note that we have this day shipped you one cross job, as per your order of recent date."

Under date of June 16th, from the Eclipse Granite Co.: "In taking up your communication of June 7th, in regard to contract No. 592, on the cross job which we recently filled, we are unable to understand why you have a complaint on this job. We used every precaution. The first die was spoilt, and we got out another. Now, we know there is no crack in this die, as we examined it carefully before it left the yard and the only thing that is possible, it may have got scratched in transit. Will guarantee that it does not go into the stone, and could be rubbed out in a few minutes."

Under date of June 22d, from the Eclipse Granite Co.: "Taking up your letter of the 18th instant, we also received bill of lading and find that this die has been shipped back to Barre. Upon its arrival will have it examined, and if the die is as you state, will get you out another and ship to you with as little delay as possible; but if it is found to be O. K. the expense will be on you."

Under date of July 16th, from the Eclipse Granite Co.: "In reply to your postal of the 9th instant, we beg to advise that the piece of granite which you have shipped back to us has not reached us. Therefore, can give you no reply regarding the same."

Under date of August 4th, 1906: "Your favor of the 6th instant at hand. We note that you have paid the freight, and we have just called on both railroads for it, but it has not arrived."

Under date of Sept. 18th: "The die which you shipped back to us several months ago has just arrived. We find there is a little seam in the die, but it is nothing that will affect the stone to damage it, as the seam is not open. However, will get out another one and ship to you very shortly."

Under date of Oct. 15th: "Yours of the 12th instant received, the die is all ready, but owing to the scarcity of cars, we have been unable to ship it. It is impossible to get cars to load at any price."

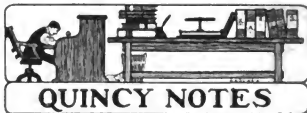
Under date of Nov. 1st, telegram to Chas. Z. Page, from the Eclipse Granite Co.: "Die shipped to-day."

We have no comments or criticisms on the above transaction.



VINCENNES, IND.—The board of works in connection with the G. A. R. posts propose to erect a soldiers' monument.

MONTPELIER, VT.—The annual meeting of the Vermont Historical Society was held recently. The society proposes to erect a monument to commemorate Admiral Dewey's victory at Manila Bay, and as the nucleus of a fund for that object, it has received \$2,524.18 from the Dewey Monument Committee. The latter committee has been collecting subscriptions for some time, but have concluded that its collection was insufficient to erect the monument. The deed by which the money was transferred to the Historical Society states that it must be invested until it reaches an adequate amount to erect the monument on the State House portico, if possible.



Looking back over the past twelve months, one cannot help but acknowledging that the granite business in Quincy as a whole has been good and that the year has been a successful one among the trade. There have been a few weeks at a time when business was a little dull, but the dull season was only temporary, for orders came in again with a rush and business was booming. A number of good-sized jobs have been cut, although the great majority of the work has been of the medium-size kind. There have also been some good building jobs gotten out, all of which have been mentioned from month to month in these columns.

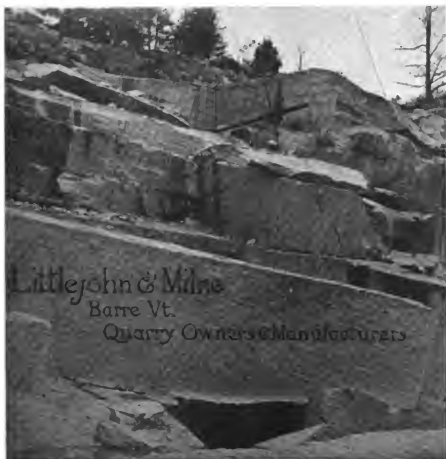
The important events during the year briefly mentioned were first of all the lockout in February at the yards of Maguire & O'Hern. Fortunately, this was but of few days' duration. It might be said, however, that the first item in the list was the dissolution of the partnership of the Glencoe Granite Company in January. In March came the failure of Walter R. Fegan, and the same month the incorporation of the Lincoln Polishing Company with a capital stock of \$15,000. In April came the purchase of the Mitchell Granite Company site by the New York & New Haven Railroad, and in May the sale of the Wigwam quarry. The event in July was the foreclosure sale of the property of the Quincy Quarries Company and the reorganization of the company with a capital of \$250,000. The same month the stock of the Mitchell Granite Company was sold piecemeal at auction.

James Joss, of the firm of Joss Brothers Company, passed away this year, and several others who at one time or other were engaged in the granite business; and last, the dissolution of the firm of M. E. Cook & Co.

The shipments of rough and finished granite during the year in a measure indicate what has been going on in the trade. By consulting the files of GRANITE, MARBLE AND BRONZE, we learn that the total output of the year was 41,035,445 pounds more than in the year 1905. The greater part of the increase came from the West Quincy and quarry railroad terminals. The shipments in round figures for the year were as follows: West Quincy, 103,352,195 pounds; Quincy Adams, 66,046,834 pounds, or a total of 169,442,029 pounds for the year as against a total of 128,406,584 pounds for the year 1905. The total by months from the two terminal stations for the year will be found in another column of this issue and will be of interest to the trade in general.

(Continued on page 47.)

A Happy New Year to All



OUR QUARRY

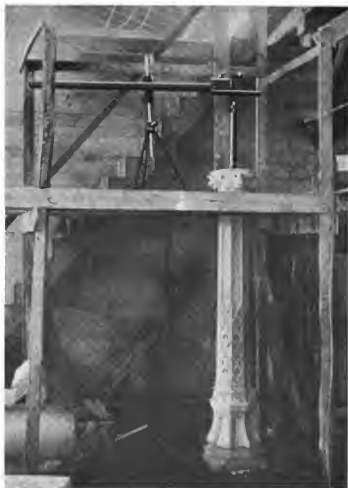
produces a medium dark granite which is especially desirable for large work of which we make a specialty

OUR CUTTING PLANT

is modern in every way. We can handle all your work from the smallest polished or hammered monument to the largest shaft job or mausoleum

A Novel Way of Boring a Hole in a Granite Column.

We illustrate herewith a novel method by which a $2\frac{1}{2}$ -inch hole was bored the full length of two 10-foot elaborately carved granite lamp posts. It was necessary for these holes to be bored for the admission of gas pipes or electric wires, and was accomplished by E. E. Cavicchi of Barre, Vt., by using a small polishing machine, which was operated by compressed air.



A NOVEL WAY OF BORING A HOLE IN A GRANITE COLUMN.

He used a piece of common 2-inch gas pipe, in the manner shown in our illustration. On the lower or cutting end of the pipe two slots were cut, $1\frac{1}{2}$ inches by about 3 inches long. This was done to allow steel shot to work down under the end of the pipe, while revolving. When the pipe had penetrated a foot or so, it was then removed from the hole, and the granite core taken out. This left more room for the water and the material used in cutting to circulate. Crushed steel, No. 18, was used. A stream of water was kept constantly running in the hole during the operation. The hole bored in this manner is left perfectly round, straight and smooth. Mr. Cavicchi is convinced that this manner of boring is capable of cutting a hole in granite of 6 or 8 inches in diameter.

The Harrison Supply Company, 5 and 7 Dorchester Avenue, Boston, are the agents for the machine.

The Marcus W. Hanna Mausoleum.

In the advertisement of the Troy White Granite Company, which appears in this issue, on page 2, the half-tone reproductions of the interior and exterior of the Marcus W. Hanna mausoleum, recently erected by the Troy White Granite Company, Worcester, Mass., at Cleveland, Ohio, and cut from Troy white granite. It is 50 feet long; 25 feet wide by 23 feet high; diameter of the fluted columns, $2 \times 4 \times 13$ feet, eight alto-

gether. The mausoleum has double entrances. The inner roof was constructed of Gustavino tile; doors are of standard bronze, with glass frames and French



SHOWING THE SHAPE OF THE PIPE USED IN BORING.

polished plate glass. The handles of the catacombs are of massive bronze, the entire bronze work being

The "Granite Combination" Pneumatic Plant

Capacity 1 to 4 Tools. Dust-proof and Self-oiling

FOR LETTERING, TRACING, ETC.

THIS is the very latest up-to-date outfit, just ready for delivery. We furnish this plant just as shown in cut, with a Water Tank $3\frac{1}{2}$ barrels capacity, also Water-pipe connections for same. Every dealer will recognize in this Plant a long felt want, as it is all contained in one machine — no belis. This Plant is the height of mechanical perfection and is guaranteed in every detail. This Plant can be run by Gas or Gasoline and strongly recommend it where gas or gasoline engine is used for operation.

The Air-compressor has an "Unloader" attached which will allow you to run 1 or 2 tools as economically as a 1 or 2 tool Plant. This Engine can be regulated to run from 250 to 350 revolutions. If you only desire to run 2 Pneumatic Tools with this Plant, speed the Engine 250 revolutions. This Plant will run 2 tools as cheap in power as a 2 tool Plant.

This outfit can be adjusted to any number of tools in operation up to 4 tools. Think of this for proper regulation.

Write for prices to

FOSTER & HOSLER

415 WABASH AVE.

CHICAGO, ILL.

DESCRIPTION OF PLANT

Engine, Bore 6 inches.
Stroke, 6 inches, 4 H. P.
Compressor, Bore $4\frac{1}{2}$ inches. Stroke 6 inches, 1 to 4 tool capacity.
Height, 28 inches.
Length, Engine and Compressor, 4 feet 6 inches.
Length of entire Plant as shown in cut, 6 feet 6 inches.
Weight, 1200 pounds.
Shipping Weight, 1500 pounds.

All Plants are supplied with a small Pulley on Engine for running a Grindstone or Emery Grinder.



executed by Jno. Williams, New York City. The floors are of Italian mosaic, all the interior marble work being executed by Noreross Company, Cleveland, Ohio. The ceiling is of glass mosaic. The granite vaults are inlaid with glass mosaic, all this work being executed by the Gorham Company, New York City. There are two marble sarcophagi in the interior, which will be executed by R. C. Fisher, New York, out of white Norwegian marble, the carving being very elaborate. The entire exterior walls, as well as the catacombs and vaults of the interior, are of Troy white granite, the Troy White Granite Company having the entire contract. It is stated that after an exhaustive search for the right granite of which to construct this mausoleum, it was finally decided that the Troy white was the best suited to the purpose, being the most perfect granite they could find for this mausoleum.

Yet Both Made Hits.

Director: "Say, my man, how is it that Shakespeare's statue is standing on a pedestal marked Scott?"

Attendant: "He must have got his base on an error."

Quincy Notes.

(Continued from page 44.)

The year 1905 was considered to have been the best year for business that Quincy has had for several years, yet if we take the number of men employed, the year 1906 was even better. According to Secretary Duncan of the Granite Cutters Union, the year 1906 was the best that Quincy has ever had, and the outlook for next year from his standpoint will be even better. There is no prospect of any labor trouble for next year, and there seems to be no reason why his opinion is not correct. Up to the present time everything points to that result. From figures kindly furnished your correspondent by Mr. Duncan, the following table has been prepared, giving the number of cutters employed each month of the year. The number for other recent years is also given for comparison.

MONTH.	1906	1905	1904	1903
January	1,036	881	700	750
February	1,025	805	750	750
March	1,040	836	800	800
April	1,132	841	900	850
May	1,194	913	900	950
June	1,183	960	800	950
July	1,174	980	900	950

MONTH.	1906	1905	1904	1903
August	1,216	959	900	900
September	1,237	927	875	900
October	1,256	927	800	800
November	1,250	919	725	700
December	1,219	931	675	600
Average per month	1,164	914	810	611

By this table it will be seen that the average number employed each month of the year was considerably larger than 1905. In addition to this, there are about seven-five blacksmiths employed of the average each month.

Granite Shipments for the Year 1906.

MONTH	West Quincy	Quincy Adams	Total
January	5,233,755	2,441,160	7,674,915
February	3,626,260	3,260,530	6,886,790
March	2,991,420	5,355,815	8,347,235
April	6,975,525	5,668,966	12,644,491
May	8,440,621	7,319,300	15,759,921
June	7,646,805	5,569,912	13,207,717
July	7,484,012	7,319,300	14,803,312
August	8,114,825	5,468,304	13,583,129
September	10,574,510	5,165,880	15,740,390
October	14,095,577	6,339,681	20,435,258
November	15,708,885	6,450,402	22,159,287
* December	12,500,000	5,646,584	18,146,584
Totals	103,352,195	66,046,834	169,442,029
1905 totals	72,608,016	55,708,565	128,406,584
Increase	31,654,179	11,338,269	41,935,445

Long & Saunders have secured the contract for a soldiers' monument to be erected at Brockton, Mass., by the Women's Relief Corps of that city. The job, which will cost in the vicinity of \$5,000, will be cut of Westerly granite. The bottom base is 8 feet square. The four sides of the die will be polished for inscriptions. On the faces of the second die emblems of the several branches of the service will be carved in bas-relief. The monument will be surmounted by a granite statue of a soldier. The whole job stands about 25 feet high.

A trip through the granite section of the city the middle of December found that many of the firms had begun to lay off help for the winter, reducing there force of men to the usual winter gang. None of the firms seemed particularly busy. C. A. Swingle & Co. are at work upon their February work at the present time, having no rush orders on hand.

Smith & Marshall have had a good year's work and have a fairly good run of orders on hand for the winter. All of their work is of the medium-size kind.

Milne & Hector are fortunate in having the modern-build sheds, so that winter weather does not interfere with their working. For this reason there will be

something doing at their yards every day. They have a fair run of orders on hand.

M. C. Monahan reports that the year's business has been exceptionally good with him. There has practically been no time when he did not have a good run of work on hand, although there was nothing among it that could be classed as the extra large work.

Fuller, Foley & Co. have kept their regular force of men at work all the year. They have turned out some good work during the year and have had several good-sized jobs. They have a fairly good number of orders on hand for winter.

Forbes, Craig & Co. have been very busy all the year, but are a little quiet at the present time. They have enough orders on hand, however, to keep their winter gang at work, which is about all anybody expects to do.

McGilvray & Jones say that their work has all been large. In fact, they do but little small work. That does not mean that any orders, large or small, are turned away, because they are not. They are still busy upon some good-sized jobs.

Kavanagh Brothers Company deal almost exclusively in Westerly stock, and during the year they have turned out some very large and very handsomely carved monuments cut of this stock. Their plant is fully equipped with everything necessary to get out fine work at short notice.

Hughes & Johnson are in about the same condition as the other manufacturers. They have had their share of work during the year, and at present have quite a number of orders for monuments for spring delivery on their books.

Joseph Walker of the Aberdeen Granite Works feels more than satisfied with the amount of business that he has had during the year. For the future he says that things look bright. He has been successful in booking quite a bunch of orders, and anticipates even better business next year than last.

What is true of other firms is also true with the Columbia Granite Company. Their business has been good all the year, and the outlook for next year is bright.

Alexander Falconer reports that inquiries for monuments for spring work have already begun to be looking up, and that he sees no reason why the year 1907 should not be one of the best in the history of the granite business in Quincy.

L. S. Anderson of the Granite Railway Company says that business at the present time is a little quiet. They have some work upon which they have been at work that they are hurrying to finish up and ship, so that they have plenty to do. During the year they have quarried and cut several large building jobs.

* Estimated.

CROSS BROS.

NORTHFIELD, VT.

Quarry Owners and Manufacturers of
Barre Granite



We are offering for spring shipment many monuments of original design similar to those illustrated.

If they are not what you want send for others. We have them in many styles.

EQUIPMENT

**Modern Granite Plant
with all
improvements
including gang saws
for sawing granite**



JONES BROTHERS CO.,

161 SUMMER STREET,

BOSTON, MASS.

Quarries and Works at Barre, Vt.



Messrs. Jones Bros. Co., Boston, Mass.

Gentlemen:—We have just completed the setting of the "Kurlbaum-Hughes" mausoleum. While we have erected a number of mausoleums this is the first you have ever furnished for us, and we feel that it is only fair and just that we tell you that it is the best mausoleum we ever built, both as to workmanship and material; everything "fit like a glove" and there was not a spot in the granite.

It gives us great pleasure to thank you for the attention you gave this order, and the satisfactory manner in which you furnished the work. It is a pleasure to handle such a mausoleum.

Very truly yours,

THOMPSON & CARROLL.

W. T. Spargo & Co. have cut some of the largest work this year that they ever did. Some of the jobs, besides being very large, were very handsome as well, and called for a large amount of carving. New orders are fairly plentiful with them.

Report comes from Washington of a bill for a new Federal building to be erected in Quincy, to be built of Quincy granite, and to cost \$125,000. It is hardly expected that the bill will become a law this year, but it is hoped that it will in 1907.

Under a recent ordinance passed by the City Council, the erection of wooden buildings in certain districts of the city has been prohibited. It specifies that such buildings shall be of granite, brick, iron or cement. This means that when built there will be more demand for granite for trimmings, etc., and should mean quite a little additional business.

The annual meeting and banquet of the Granite Manufacturers Association was held at the Quincy House, Boston, Dec. 11. Under a recent change in the by-laws of the association, the annual meeting was changed from August to the second Tuesday in December, and the date for the annual banquet was fixed for the same time. As it was the occasion of the annual meeting, no one but members of the association was present. The business meeting was held at six o'clock and these officers elected: President, John L. Miller; vice-president, T. F. Mannex; treasurer, James Joss; secretary, T. J. Dumphy; executive committee, Henry McGrath, John C. Murray, Alfred O. Diack, James H. Elcock, P. W. Driscoll and P. T. Fitzgerald; membership committee, Robert Mayers, William T. Spargo, George Elcock, James A. White, P. W. Driscoll.

The president was empowered to appoint a special committee, to be known as the railroad committee. The duties of this committee will be to take up the matter of railroad rates, better facilities, and claims on lost and damaged stone. The banquet, which followed, was one of the best the association has ever held.

The firm of M. E. Cook & Co. was dissolved by mutual consent on Nov. 26. Michael E. Cook retires from the firm, which will be carried on in the future by Phillip D. Cook.

Thomas J. Foley, one of the original members of the firm of Fuller, Foley & Co., died suddenly at the Boston Custom House, Dec. 11, of heart trouble. Mr. Foley was a member of the firm only a short time. He leaves a widow and ten grown-up children.

The extreme cold weather during the early part of the month of December resulted in but little work being done in many of the stone sheds, and in many of the firms reducing their force of help for the winter months, so that there was a surplus of men looking for jobs.

As predicted in the last issue of GRANITE, James Thompson, of the firm of John Thompson & Sons, was

reelected mayor of Quincy at the annual municipal election, Dec. 4. His plurality, however, was very much smaller than a year ago. The granite trade will also be well represented in the City Council. Among the granite men who have been elected members of the City Council of 1907, are: Alexander Falconer, William H. Deacon, Otto Gelotte and George Hunter. Robert J. Teasdale, who also is more or less identified with the trade, will also serve in the Council next year.

What is probably the largest block of granite quarried in Quincy for a long time, was started this month at the Hitchcock quarry. The block was 120 feet long, 14 feet 6 inches wide, and 9 feet deep, making 15,600 cubic feet, or about 1,305 tons. It is estimated that it will take from three to four months to cut the stone and get ready for shipment.

The returns from the two shipping terminals for the month of November amounted to 22,159,287 pounds, an increase of about 2,000,000 pounds over the previous month. Of this amount, 15,708,885 pounds were sent out from the quarry railroad and West Quincy stations, and 6,450,402 pounds from the Quincy Adams station. This shows that although the season is getting late, business is still continuing active as far as shipping is concerned. It is estimated that the shipments for the month of December will be equally as large. The shipments from the two terminals for every month during the past year will be found elsewhere in this issue.

As has been mentioned in previous issues, J. S. Swingle has acquired certain land which adjoins his present quarry, which will be developed during the year.

The Merry Mount Granite Company have during the past year installed an Ingersoll-Rand air compressor, capable of producing 250 cubic feet of free air per minute on the quarry. Also, they have purchased 16 acres of quarry land adjoining their present quarry, upon which is the quarry formerly operated by Craig & Richards Granite Company, which company no longer exists. This is a part of the quarry formerly owned by the Quincy Granite Quarries Company, which company had a meteor-like career, as has been stated from time to time.

One favorable outlook in connection with Quincy business is that the quarry land controlled by the Quincy Granite Quarries Company is being placed upon the market, and in three instances at least purchases have been made, involving from 16 to 40 acres of quarry land, which land will be developed in the future, and will no doubt serve to increase the production of the Quincy granite. Of course there is no telling what is below the ground, but the quarries have been opened upon a greater part of the property in the past, and the indications are that there is granite in paying quantities upon these properties.

William P. Barker, who has been in the quarrying business near Rockport, and whose father in the past has been interested in the quarrying business in Quincy, has purchased what is known as the Prout Brothers quarry. It is understood that this property will be developed at once.

E. F. Batchelder of Lock Haven, Pa., recently paid a visit to Quincy and placed a number of good orders.

Charles S. Swingle & Co. report that business has been very good during the past year; they have averaged to employ about forty-five men. The machinery which they have recently installed is in good working condition, and has been a large factor in helping to increase their output.

T. F. Mannex reports that his quarry has never been in better condition than at the present time. He has recently installed an air-compressor plant at the quarry for the purpose of putting faces on to stone at the edge of the quarry. He has a fine chance to get out a quantity of extra dark granite. He recently made a channel 16 feet deep the length of the quarry.

The Quincy Column Turning Company report an excellent year, and at the time of our visit the shed was partly filled with turned polished columns, which had just been completed. This firm handles anything in the way of turned or polished work.

Alexander Mundie has employed a gang of men during the past year; reports business as satisfactory.

Joss Brothers Company, as spoken of in a recent edition, have installed a new Corliss engine. This engine is in fine working condition; also a new air compressor, to be used in connection therewith, gives them about double the capacity of previous years.

A case of much local interest was decided in the Superior Court at Dedham when the jury returned a verdict in favor of Elcock & Sons of this city against George H. Field, deputy sheriff, for \$334.60, and sustained the finding of the local court.

Elcock & Sons manufactured a monument in the spring of 1905 for one Adams of Jersey City, which was to be delivered, according to the written contract, at "Pier 50, New York," on or before March 15, 1905.

They had no sooner placed it on the cars at West Quincy than Mr. Field attached it on a claim of Philip F. Garrity, also of this city, against Adams. Garrity refused to surrender the monument on the presentation of Elcock & Sons, and they were finally obliged, after much trouble and expense, to cut a new monument to replace the one attached.

The verdict sustains the contentions of Elcock & Sons in every respect, and Mr. Garrity, through Mr. Field, must pay them the value of the monument and the expense which they incurred.—*Exchange*.

Among the Retail Dealers.

(Continued from page 25.)

FRANKFORT, IND.—The Cann-Harshman Monument Company has been dissolved. Howard Cann will continue the business. Mr. Harshman has no definite plans.

NORWICH, CONN.—L. W. Frink states that he has recently returned from Lakewood, N. J., where he has erected in Evergreen Cemetery a beautiful sarcophagus monument, the finest, as he states, of any in this cemetery, cut from Milford, N. H., granite.



A Meeting of the Wholesale Dealers.

A meeting of the wholesale granite dealers was held Dec. 7 at Buffalo, N. Y., at which matters pertaining to the trade were discussed. About twelve members were present.



What Prominent Firms in Various Lines Say About Past and Future Business.

Replying to yours of the 10th inst.

The year 1906 will close the most prosperous year in the marble business in the South.

Owing to the fact that Georgia Marble is so well adapted to exterior building, as well as interior decorations and monumental work, it is fast becoming one of the most popular stones on the market.

The outlook for 1907 bids fair to exceed any year's business in the history of Georgia marble.

Our Kennesaw white marble is being furnished for the Metropolitan National Bank, Washington, D. C., and the Girard Trust and Banking Company's Building, Philadelphia, and the interior of the same building is to be light Cherokee. This stone (light Cherokee) has just been selected for the entire interior of the new Kentucky State Capitol. We are also supplying marble from our gray Cherokee quarry for the Royal Bank of Canada, at Montreal, Canada, and the Bank of Montreal, at Winnipeg, Manitoba, Canada, has just been finished in light Cherokee.

We are opening up two new quarries, a light Cherokee and a Creole. When the light Cherokee quarry is finished, it will be 500 feet long by 100 feet wide,—the largest marble quarry in this country. We are constantly adding new machines to our quarry equipment, and in order to handle the extra heavy freight cars we are now receiving, we have been forced to place an order with the Baldwin Locomotive Works for a new 72½-ton locomotive, built especially for our particular needs. The two locomotives we now have cannot handle our increasing output.

Trusting this is the information you desired, and thanking you very much for the interest you have taken in the matter, we are, with best wishes of the season,

Very truly yours,
GEORGIA MARBLE COMPANY,
SAM TATE, President.

TOOLS FOR WORKING GRANITE

REMEMBER

It is not what you pay but the **SERVICE** you get for each dollar invested that you should consider.

Our tools are made for service, of the best material obtainable, by skilled workmen, in a plant equipped with modern machinery.



Our new plant. 15,000 feet of floor space. Devoted exclusively to the manufacture of tools for working Granite

Catalogue on request

TROW & HOLDEN

BARRE - - - VERMONT

Replying to your favor of the 10th inst., which has been delayed by the absence of the writer, will say that the work for the past year has been very good, with better prices for all classes of products in the granite line, but the scarcity of labor of all kinds has been such that the year as a whole has been a poorer year than we have had for some time. This is a deplorable state of affairs, but nevertheless true; and had we had proper labor to get out our work, we would have undoubtedly had the best year since we have operated.

Yours truly,

WESTERN GRANITE COMPANY,
St. Cloud, Minn.

The Vulcan Company of Detroit, Mich., report that the past year has been the most prosperous in their business. They are making a specialty of standard bronze mausoleum work, such as doors, gates, window grills, frames for glass, catacomb handles, vents, hinges and locks for stone or marble doors, and other metal accessories required by the modern mausoleum.

They also make a great many iron and steel doors for low-priced cemetery vaults.

Cast-bronze memorial tablets is another of their products. They recently furnished one for the railway trainmen memorial at Galesburg, Ill., containing over six hundred letters and a life-size portrait of Grand Master S. E. Wilkinson.

All their work is positively first class and thoroughly reliable in every way, and they are giving the business their closest personal attention and solicit correspondence from architects, dealers and others requiring anything in this line, and will be pleased to submit special designs to meet the special requirements of each individual case.

THE VULCAN COMPANY,
Detroit, Mich.

The amount of business in the South, for the past eighteen months, has been very good. Our trade within that period of time has increased about 50 per cent. We expect that the year 1907 will show as great, if not a greater, increase. At the present time we are installing a 20-ton electric crane, 50-foot span, with 300 feet of runway, an extra large turning-lathe, and several hundred feet of new shipping docks; and in the spring we hope to be able to put in another engine and boiler, several more gangs and rubbing-beds, another electric crane. The marble business in the South has never been better, and the prospects for a still greater business are very bright.

GEORGIA MARBLE FINISHING WORKS,
Canton, Ga.

The remembrances of the past year and the bright outlook for the ensuing year, afford us an exceptionally Happy New Year, and we hope that every one can join with us, especially those in the marble and granite line, whether he be a quarryman, wholesaler or retailer. Our business the past year has exceeded any expectations we ever had, and we might add that our expectations were pretty high. We know of only one reason for this: the prosperity of the stone dealer everywhere, as our chain hoists and cranes are not

Eclat Granite Co.

BARRE, VT.

New and Unexcelled Facilities
for handling your

BARRE GRANITE MONU-
MENTAL WORK

ONE OF THE LARGEST POLISH-
ING MILLS in Barre where
large mills are common

OUR PLANT

is equipped for handling anything from a marker to a mausoleum, carved, hammered or polished. We can and will convince you that we can handle your work right if you will give us the chance.

Specify KLONDIKE STOCK at all times

Blue White Westerly Granite
FROM THE FAMOUS KLONDIKE QUARRY

OWNED AND OPERATED BY THE
GOURLAY GRANITE WORKS



LISTER MONUMENT, SLEEPY HOLLOW CEMETRY, TARRYTOWN, N. Y.
 OUT OF OUR KLONDIKE BLUE WHITE WESTERLY GRANITE, CUT BY THE NEW ENGLAND GRANITE
 WORK, WESTERLY, R. I. SIZE OF BASE 14' 0" x 10' 4", TOTAL HEIGHT, 18' 7".

The most suitable stock for all kinds of monumental work quarried in Westerly or New England, and the only firm in Westerly that makes a specialty of rough stock for the trade. Wholesale prices to one and all, equal treatment to each customer.

In addition to our KLONDIKE stock, we furnish the old
 WESTERLY BLUE STOCK WESTERLY PINK STOCK WESTERLY RED STOCK
 AT WHOLESALE PRICES TO DEALERS

FOR PRICES APPLY
 TO

GOURLAY GRANITE WORKS

WESTERLY,
 RHODE ISLAND

limited to any particular locality, but in use in almost every state and town in the Union.

We find the general tendency of the trade is to abandon the cheap, inferior and very unsatisfactory methods of handling stone, replacing with the very best obtainable in the line something that will give them permanent satisfaction, and which in the long run is the least costly. Although prices have advanced considerably the past year, we have endeavored to keep our goods within the reach of all; but rather than sacrifice quality, we have made some slight advances where it became absolutely necessary.

For years we have been giving the stone dealer goods that were first class in every respect, the very best to be had for the least possible money, and we know that they not only give the best of satisfaction, but pay for themselves a great many times over. Prospects for the coming year are brilliant, with a large number of orders booked from the monumental dealers who are improving their shops during the slack season and preparing for the rush of spring trade.

Our shops are of ample capacity to care for the rapidly increasing business, and we wish to assure our old friends, as well as the prospective ones, that their inquiries and orders will have the same careful and prompt attention as they have had in the past.

J. G. SPEIDEL,
Reading, Pa.

In answer to your letter of Dec. 10, would say that our business during the past year has been exceptionally good, and we have had all of the orders that we could comfortably take care of. The outlook for the future we consider is very bright, and we anticipate a much better business this coming year; and with that in view, we have increased our capacity nearly 25 per cent, and hope to be able to take care of our customers in an even more satisfactory manner than we have this year.

Wishing you the compliments of the season, we remain

F. R. PATCH MANUFACTURING COMPANY,
Rutland, Vt.

We are in receipt of your favor of the 10th inst., asking for an expression of opinion regarding the past year's business, as well as the outlook for the future. With us, as with everything else, the past year has been a phenomenal one in the industrial activities of this country, and we have had our full proportion of the business done in air compressors. As to the future outlook, we are anticipating another year of great business activity, and have largely increased our own facilities by more than doubling the capacity of our plant. With the new designs of air compressors which we are constantly bringing out, and with the aid of up-to-date machinery which has been installed in our plant, we

shall be in shape to furnish machinery of the highest grade and most modern designs and fill all orders promptly.

BURY COMPRESSOR COMPANY,
Erie, Pa.

Complying with your request of the 10th inst., we are pleased to inform you that the general outlook of the marble business is encouraging.

Concerning our own business, we are pleased to inform you that we have added more gangs in our mill, being convinced of a considerable increase in our business for 1907.

We know that there is no better marble produced in this country than the Gouverneur marble, and customers are realizing this fact more and more as they become better acquainted with it.

GOUVERNEUR MARBLE COMPANY,
Gouverneur, N. Y.

Replying to yours of Dec. 10, asking for an expression of opinion from us regarding the pneumatic-tool business, would state that about the only thing we can say is that business is most eminently satisfactory with us.

This has been the largest year in our history, and the prospects are that the coming year will be a very much busier one for us than this has been. For the past year we have been working our shop at its full capacity, and we now have plans under way for nearly doubling our capacity next spring.

Trusting this will give you the information desired, we remain

THOMAS H. DALLETT COMPANY,
Philadelphia, Pa.

Replying to yours of the 10th, the marble business in this section for the year of 1906 has been very satisfactory, on the whole. The seven marble companies here are all in operation, with the exception of two; the outlook for 1907 is very good.

A good line of spring orders is being received, and orders for immediate shipment have been more plentiful than is usually the case at this season of the year.

The demand for our extra dark blue during the past season has been greater than our capacity to supply. We have added a new section to our quarry, nearly doubling the quarry, which we hope will enable us to largely increase our output and secure prompt shipments for our customers during the year of 1907.

Mr. E. N. High of Cincinnati, who represents us in the Middle West, has been sending in a large number of orders for spring delivery, and reports the outlook in his territory as very promising for the coming year.

Both the St. Lawrence Quarries and the Gouverneur Marble Company have increased the size of their present quarries, or opened new ones, within the last few months.

NORTHERN NEW YORK MARBLE COMPANY,
Gouverneur, N. Y.



JAMES K. PIRIE

Graniteville, Vermont

PRODUCER OF

DARK BARRE GRANITE

MY QUARRY

Formerly known as the

WELLS, LAMSON & CO., DARK

has been equipped during the past year with new machinery consisting of air compressor, derricks, hoisting engine, boiler, etc., and I am in a position to fill orders more promptly than ever.

My quarry is in an excellent condition and is one of the best in the dark belt.

Specify

PIRIE DARK BARRE

in your contracts or I will furnish you with the rough stock

Proposed Monuments



Monumental News

KNOXVILLE, IA.—O. W. Williams & Son are reported in the local press as carrying the largest stock in Marion County. In April they moved to a new location, near the business centre.

SENECA, ILL.—It is proposed to erect a monument to the old settlers in Restland Cemetery, Mendota, and the ladies of the C. A. Andress, W. R. C., have the matter in charge. Popular subscriptions will be solicited to make up the amount needed to purchase the monument.

WESTFIELD, MASS.—There is a movement looking towards the erecting of a monument to the Revolutionary heroes.

SEATTLE, WASH.—It is proposed to erect a statue of William H. Seward, formerly secretary of state. The movement was started by G. Benninghausen, a prominent business man. It is estimated that it will cost \$30,000 and be completed by the summer of 1909.

BRADDOCK, PA.—The Carnegie Round Table, an organization composed of 180 leading men of the town, in November, 1905, organized the Monumental Association of the Battle of the Monongahela, for the purpose of erecting a monument on the battle-field where General Braddock was defeated. G. E. Frank Gray was elected president; the Rev. George E. Hawes, secretary, and Robert P. Duff, treasurer. The members subscribed \$250 to carry on the preliminary work of incorporation and other details. The association, by the Rev. Mr. Hawes, Prof. Grant Norris and Fred W. Edwards, applied for a charter, and it was granted last October.

TERRE HAUTE, IND.—The Sons of Veterans have appointed a committee to help the G. A. R. in promoting the erection of a monument in the court-house yard to Vigo County soldiers of the Civil War.

DELL RAPIDS, S. D.—The Dahlgren Post, No. 20, G. A. R., will erect a soldiers' monument.

CHESTER, PA.—Renewed efforts are being made by John Morton Council, No. 738, Order of Independent Americans, at Chester, to have congress make an appropriation for the erection of a monument to John Morton, a signer of the Declaration of Independence.

VICKSBURG, MISS.—At the next meeting of the Indiana state legislature, a bill will be introduced for an appropriation for the building of a monument at Vicks-

burg, Miss., to the memory of the soldiers that lost their lives in this battle. It is expected that the bill will provide for an Indiana memorial and for Indiana monuments and markers on this historic battle-field.

LEONIDAS, MICH.—A fund is being raised for the erection of a soldiers' monument.

MERIDEN, CONN.—A portion of the contract for the monument to be erected in Washington, D. C., as a memorial to the late Gen. Ulysses S. Grant, has been awarded to the H. Wales Lines Company. The monument will cost when completed over \$200,000.

SPRINGFIELD, ILL.—The state commission having in charge Fort Massac, which is being improved through the Daughters of the American Revolution, with the state's assistance, met Nov. 16 to receive bids on the erection of a shaft to George Rogers Clark and his men. The firm of English Brothers of Chicago were the lowest bidders.

PENN YAN, N. Y.—The local G. A. R. posts and their auxiliaries have \$8,000 for a soldiers' monument. The committee of supervisors to act with the posts are as follows: Chairman, Claude Wixom of Italy; Samuel I. Thayer, Barrington; L. R. Bates, Milo.

SCRANTON, PA.—Ezra S. Griffin Post, G. A. R., is considering the matter of four memorials for the four cemeteries in this vicinity.

BALTIMORE, MD.—The first meeting of the committee on site and design for the proposed fire memorial was held Dec. 3. There was a general discussion regarding the character of the memorial, but no definite action was taken. Before adopting the design, the committee decided to consult with the most eminent artists, sculptors and architects.

Congressman Charles H. Grosvenor of Ohio, Eleventh District, will introduce a bill at the present session of congress, asking for an appropriation for the erection of a monument to J. A. MacGahan, at New Lexington, Perry County, Ohio. It is almost a foregone conclusion that this measure will be strongly supported and will receive the consideration to which it is entitled.

WASHINGTON, D. C.—Congressman Steenerson of Crookston, Minn., representing the Ninth Judicial District, introduced into the house Dec. 5 a bill appropriating \$100,000 for the erection in Crookston of a statue to Leif Erickson, historically the first discoverer of North America.

SHELBYVILLE, ILL.—Shelby County, at the recent election, voted to build a soldiers' monument at Shelbyville. It is to cost \$12,000.

SYRACUSE, N. Y.—The soldiers' monument commission Dec. 6, by a vote of 6 to 4, decided to build the monument of granite instead of marble. The cost entire, with the changes accepted by the commission, will be \$79,500. The original intention was to use granite, but the architect and sculptor desired marble.

Wetmore & Morse Granite Company

Office: - Montpelier, Vermont

Quarry: Barre, Vermont

QUARRY OWNERS

FINEST LIGHT AND MEDIUM BARRE GRANITE

ANY DIMENSION FURNISHED TO THE LIMIT OF TRANSPORTATION



We now have over 175,000 cubic feet of stone free in the quarry ready to be cut up to fill orders. With one blast we freed a sheet 21 feet thick containing 100,000 feet and weighing 9000 tons. The large block was split from this sheet by means of plug and foot holes and wedges and measured 35 feet x 11 feet x 21 feet, contained 8000 cubic feet, and weighed 720 tons.

The quarry has been cleaned up thoroughly for winter and we are now able to quarry stone throughout its entire length.

Lien Law on Monuments.

We are recently in receipt of a letter from M. D. Buckley, New London, Conn., which reads in part as follows: "Will you please inform me if there is a law in Massachusetts protecting the dealer after the work is placed in the cemetery? Will you please name the states in which the dealer is protected? If such a law exists, would you be kind enough to forward a copy of the same to me. In Connecticut we have no satisfaction in such cases. A party can pay for the work or not, as he sees fit, and we have no redress. In fact, I attempted to move a monument for which the purchaser showed no disposition to pay, and found that they could prosecute me for disturbing it in any way. There is a very fine man who has recently been elected here to the legislature, and if I can give him a definite idea to what extent the monumental dealer is protected in other states, he will interest himself in this, and we may be able to get a bill through which will help us when purchasers of monuments show no disposition to pay for the same."

In answer to this letter, we wrote Mr. Buckley that we knew of but one state in which the monumental dealer is protected, and believed that this is New York state; that there is a lien law there the same as the lien law for work performed upon buildings in other states. Any one having any information regarding lien laws in other states relating to monuments, Mr. Buckley would be pleased to hear from, or they can write the editor of this publication.

Books, Pamphlets, Etc., Received.

From the Troy White Granite Company, Worcester, Mass., a 56-page booklet, containing illustrations of monumental work, consisting of mausoleums, etc., which have been cut from Troy white granite and erected by this firm. The general design of the booklet, paper and printer's work is all excellent. It is one of the best things in this line that we have seen this season.

From Henry C. Smalley, 10 Thacher Street, Boston, calendar, bearing his advertisement upon the face, and also the picture of a young lady, entitled "Yes or No."

The current number of *Compressed Air and Mine and Quarry*; both these journals contain very interesting matter, with especial reference to *Mine and Quarry*, which is issued by the Sullivan Machinery Company.

From the Northern Engineering Works, Detroit, Mich., Catalogues Nos. 20 and 21. Catalogue No. 20

contains 99 pages and illustrates and describes the various cranes manufactured by this concern. Both the press work and the illustrations are good. Catalogue No. 21 is entitled "Electric Hoists and Electric Hoisting and Conveying Plants," manufactured by this same concern. This, as it states, is descriptive, and illustrates the various electric hoists manufactured by them. Both catalogues should be of decided interest to any one wishing to purchase cranes of any kind, and can be had upon application.

From the firm of Trow & Holden, Barre, Vt., a calendar, on which there is illustrated, in relief, the bust of a woman, entitled "Laurie." It is one of the good calendars of the season.

Our Advertisers.

The Sullivan Machinery Company announce that they have opened a branch office and warehouse at 310 Howard Street, San Francisco. Howard T. Walsh will be manager.

Alexander Fraser & Co., Mansfield, Ohio, state that business has been fairly prosperous during the past year; that they moved into a new office during the past summer, which gives them more commodious quarters; that this was made necessary by their increasing business. They have a suite of five handsome rooms, and state that they would be glad to have dealers call on them when in that section of the country. They also established early in the spring a granite-manufacturing plant, known as the Ohio Granite Works, in which they are cutting red Missouri granite. They state that they are putting out the best quality of work, and are in a position to take care of all cut work in red Missouri granite which comes to them. Following are the names of their traveling salesmen for the United States: M. B. Burke, W. C. Wells, C. P. Clappett; for Canada, F. S. Anderson.

Removal.

The Harrison Supply Company have moved from their storeroom and office at 34 India Wharf to 5 and 7 Dorchester Avenue, which adjoins the South Terminal Station, and will consequently be very handy for those wishing to call upon this concern, it being but one-half minute from the depot to the office. This move was made necessary on account of their increased business. They have leased the entire building, which they will occupy alone.



SOME LEADING GRANITE MANUFACTURERS

Concord, N. H.

Barre, Vt.

Northfield, Vt.

Hardwick, Vt.

<p>CONCORD GRANITE OLA ANDERSON CONCORD N. H. Mausoleum Building and Monumental Work</p>	<p>BURKE BROS. BARRE, VT. MANUFACTURERS OF BARRE MONUMENTAL WORK</p>	<p>PARRY & JONES BARRE, VERMONT Manufacturers of Monumental Work from Barre Granite</p>
<p>MARRION & O'LEARY BARRE, VT. MANUFACTURERS OF GRANITE MONUMENTS</p>	<p>THIS SPACE FOR SALE</p>	<p>HENNEBERRY & HALLIGAN CONCORD, N. H. <i>Granite Manufacturers</i> Only the Best Concord Granite used</p>
<p>BARRE GRANITE BONAZZI & BONAZZI MONTPELIER, VT. MONUMENTAL WORK CARVING A SPECIALTY</p>		<p>MOORE BROS. & BRAULT BARRE, VT.</p>
<p>PHILLIPS & SLACK SUCCESSORS TO CANNON & SLACK CO. NORTHFIELD - VERMONT MANUFACTURERS BARRE GRANITE MONUMENTS</p>		<p>Barre Granite Monuments</p>
<p>Ryle & McCormick Co. MONTPELIER, VT. Barre Granite Monuments</p>		<p>C. Bianchi & Son BARRE, VERMONT Monumental Work</p>
<p>Sweeney Bros. Granite Co. MONTPELIER, VT. Barre Granite Monuments Only the best stock used</p>	<p>DEWEY COLUMN CUTTING WORKS BARRE, VT. <i>TURNED WORK IN ALL KINDS OF GRANITE</i></p>	<p>Hammered, Carved, and Polished Work</p>
<p>A. Anderson & Sons BARRE, VT. <i>MANUFACTURERS AND QUARRY OWNERS</i></p>	<p>MCDONALD & BUCHAN BARRE, VT. Monumental and Turned Work</p>	<p>STEPHEN & GERRARD BARRE, VT. Quarry Owners and Manufacturers Rough Stock and Finished Work</p>
<p>SMITH BROS. GRANITE CO. BARRE, VERMONT MANUFACTURERS OF BARRE GRANITE MONUMENTS</p>	<p>DIES, BASES AND CAPS SQUARED AND POLISHED FOR THE TRADE</p>	<p>Carroll & McNulty BARRE, VT. BARRE GRANITE MONUMENTS</p>
<p>Beck & Beck BARRE - VT. Monumental Work from Barre Granite</p>	<p>MUTCH & CALDER GRANITE CO. BARRE, VT. MANUFACTURERS OF Barre Monumental Work</p>	<p>J. G. CALCAGNI W. M. CORT NOVELLI & CALCAGNI SUCCESSORS TO NOVELLI & CORT STATUARY AND CARVING The largest plant in Barre devoted to carving exclusively</p>
<p>WM. BARCLAY DONALD HARDWICK, VT. MANUFACTURERS OF HARDWICK AND WOODBURY GRANITE MONUMENTS AND MONUMENTAL WORK Pneumatic Tools and Surfacing Machines</p>	<p>GREARSON & BECKETT CO. WILLIAMSTOWN, VT. Barre Granite Monuments</p>	

Some Leading Granite Manufacturers . . Quincy, Mass.

<p>W. T. SPARGO SO. QUINCY - - MASS.</p> <div><div>MONUMENTS AND STATUARY FROM QUINCY,</div><div>WESTERLY AND ALL EASTERN GRANITES</div></div> <p><u>MY SPECIALTY</u> Pink Westerly R. I. Granite Rough Stock or Finished Work</p>	<p>Joss Bros. Co. Quincy, Mass.</p> <p>Quincy Granite Monuments</p> <p>Squaring and Polishing for the trade</p>	<p>FULLER, FOLEY & CO. WEST QUINCY, MASS.</p> <p><i>Monumental Work in the Best Quincy Granite</i></p> <hr/> <p>MILNE & HECTOR QUINCY, MASS.</p> <p>Dark and Light Quincy Granite Monuments</p>
<p>BIRNIE & DIACK Columbia Street - Quincy, Mass.</p> <p>QUINCY GRANITE MONUMENTS</p>	<p>DEACON BROS. QUINCY, MASS.</p> <p>We cut nothing but Extra Dark Quincy Granite Monuments</p>	<p style="text-align: center;">SPACE FOR SALE</p>
<p style="text-align: center;">SPACE FOR SALE</p>	<p style="text-align: center;">J. S. SWINGLE Quincy - - Mass.</p> <hr/> <p style="text-align: center;">QUARRY OWNER</p> <hr/> <p style="text-align: center;"><u>Extra Dark Quincy</u></p>	
<p style="text-align: center;">For EXTRA DARK QUINCY GRANITE SEE ADVERTISEMENT OF GRANITE RAILWAY CO., PAGE 7</p>		
<p>CLARK & PEARCE Gilbert Street . . Quincy, Mass.</p> <hr/> <p>QUINCY GRANITE MONUMENTS</p>	<p>QUINCY GRANITE MONUMENTS</p> <p>Columbia Granite Works QUINCY, MASS.</p>	<p>McDONNELL BROS. 251 Water St. ... Quincy</p> <hr/> <p>QUINCY GRANITE MONUMENTS</p>
<p style="text-align: center;">SPACE FOR SALE</p>	<p style="text-align: center;">SPACE FOR SALE</p>	<p>GEORGE RUXTON PENN ST. - QUINCY, MASS.</p> <hr/> <p>QUINCY GRANITE MONUMENTS</p> <hr/> <p style="text-align: center;">SPACE FOR SALE</p>
<p style="text-align: center;">SPACE FOR SALE</p>	<p>Forbes Craig & Co. Quincy, Mass. <small>Manufacturers of</small> QUINCY GRANITE MONUMENTS <small>DIES AND BASES SQUARED AND POLISHED PNEUMATIC TOOLS AND SURFACING MACHINES</small></p>	<p><u>MY SPECIALTY</u> Polished Work in EXTRA DARK QUINCY GRANITE M. C. Monahan - West Quincy</p>

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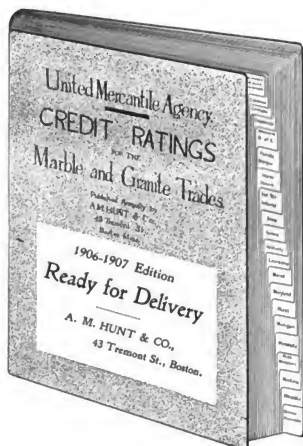
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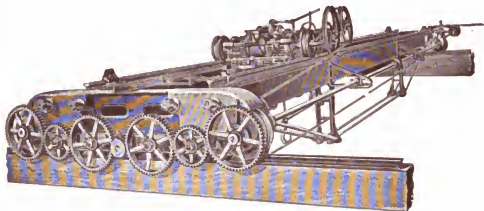
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TROY WHITE GRANITE CO.

OFFICE: WORCESTER, MASS.



EXTERIOR VIEW

QUARRIES: TROY, N.H.

**Monuments
Mausoleums
and
Dimension
Stock**

**Mausoleum for the Estate of
the late U. S. Senator
Marcus A. Hanna**

Troy White Granite

**and erected in
Lake View Cemetery
Cleveland, Ohio**



INTERIOR VIEW



MCGILVRAY & JONES

QUINCY, MASS.

**Quincy and All Other
New England Granites**

ESTIMATES FURNISHED BY

VAULTS, TOMBS, and all classes of
MONUMENTAL WORK

EQUIPPED FOR HANDLING LARGE WORK



For Polished Purposes

Quincy Granite

Can't Be Beat



CHARLES A. SWINGLE & CO.

Manufacturers

Quincy ... Mass.



Marr & Gordon

BARRE, VT.

Barre Granite Monuments

The cut shows two large bases in our yard as they were received from the quarries.

No contract too large and none too small for us to handle.

JOHN SWENSON

OWNER OF THE

FAMOUS GRANITE RAILWAY QUARRY
CONCORD, N. H.

SPECIALTY — ROUGH STOCK in any quantity at short notice. GOOD PATTERNS
Specify SWENSON'S CONCORD for all of your monumental orders



Part of order for 4000 cubic feet of my "CONCORD" stock for a pyramid tomb

I also manufacture MONUMENTS, MAUSOLEUMS and BUILDING WORK

WRITE TO ME FOR PRICES

GEORGE B. JAMESON, Missouri-Lincoln Trust Bldg., St. Louis, Mo., - Western Agent

WELLS, LAMSON & CO.

BARRE, VERMONT

MANUFACTURERS AND QUARRY OWNERS

LARGE WORK A SPECIALTY

DIMENSIONS

TEN FEET
SQUARE
AT THE
BASE

TOTAL HEIGHT
FORTY ONE FEET
TWO INCHES

GRANITE FROM
OUR OWN
QUARRIES
AND CUT BY
US FOR THE

CINCINNATI GRANITE WORKS
CINCINNATI, OHIO



E. L. SMITH & CO.

BARRE, VERMONT

DARK AND LIGHT QUARRY OWNERS

MANUFACTURERS



Anything in
BARRE
GRANITE
Light or Dark

ROUGH STOCK
from our own
quarries

FINISHED
WORK
from a marker to
a shaft or mau-
soleum

Our cutting plant
is at your service

MEAD-MORRISON MANUFACTURING CO.,

SUCCESSORS TO

RAWSON & MORRISON MANUFACTURING CO.,
CAMBRIDGE A, BOSTON, MASS.

Send for Catalogue
BUILDERS OF

Modern

Quarry

Engines,

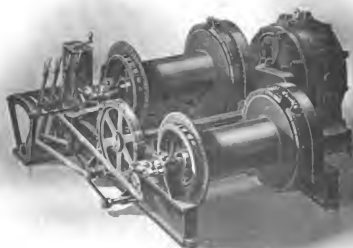
Electric

Hoists,

Friction

Drum Belt

Hoists.



Locomotive

Derricks,

Patent

Derrick

Swinging

Engines,

Bull Wheels,

Boilers.

The above cut represents one of several styles of electric hoists which we manufacture. This hoist is specially arranged for quarry derricks of the back block type.

CROSS BROS.

NORTHFIELD - - - VT.

Quarry Owners and Manufacturers of Barre Granite



We are offering for spring shipment many monuments of original design similar to the one illustrated.

If they are not what you want send for others. We have them in many styles.

EQUIPMENT

Modern Granite Plant
with all
improvements
including gang saws for
sawing granite

L. S. ANDERSON, Manager.

J. ALBERT SIMPSON, Treasurer.

EXTRA DARK QUINCY GRANITE

FROM OUR OWN QUARRIES.



Polishing Mill, site 157 feet x 54 feet, equipped with eight polishing wheels, two traveling derricks, one of 30 ton and one of 40 ton capacity, pneumatic tools, engine house attached, 30 ft. x 40 ft. The largest and most complete building ever constructed for this purpose.

GRANITE
RAILWAY
CO.



WEST
QUINCY
MASS.

WOODBURY GRANITE COMPANY

Building, Mausoleum and Heavy Monumental Work

GRAY QUARRIES,
WOODBURY, VT.

WHITE QUARRIES,
BETHEL, VT.

Main Office: HARDWICK, VT.

GEO. H. BICKFORD, TREAS. AND GEN. MAN.



One of our recent contracts, the Cook County Court House, to be erected at Chicago, Ill. Halebird and Roche, Architects: William Grace Co., General Contractors. The Woodbury Granite Co.'s Contract calls for 240,000 feet of stock fine cut. The shafts of columns shown are 75 feet long and 9¼ in. diameter. Carved Caps 14 feet square.

More Perfection Polishing Machines were sold
in November, this year, than ever before in
twelve months.

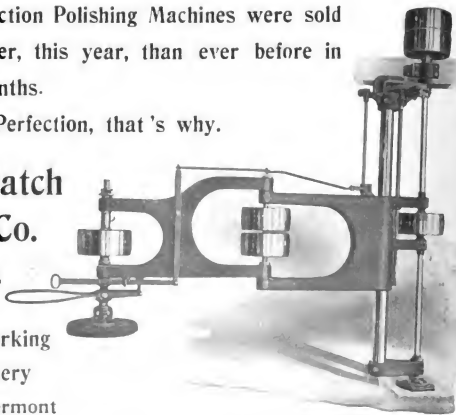
They are Perfection, that's why.

**F. R. Patch
Mfg. Co.**

SPECIALISTS
IN

Stone Working
Machinery

Rutland, Vermont



PATCH & CO.,

QUARRIERS OF

FINE LIGHT AND MEDIUM GRANITE.

GUARANTEED FREE FROM IRON.

SPECIALLY ADAPTED FOR HAMMERED WORK, POLISHED BAND AND TRACINGS.

OFFICE AT **MONTPELIER, VERMONT.**



A HAPPY NEW YEAR

To all those who have been our customers, past and present. And to all retail dealers. May prosperity be with you during the present year and don't forget that we wish to contribute towards that prosperity.

Giudici Bros. Co.
Barre, Vt.

The Green Mountain Jack

Manufactured by **THE DALRYMPLE IRON WORKS,**
Fair Haven, Vt.



The strongest, lightest, most durable gear lifting Jack in the world.

All pressed steel stock, gears of the finest quality of cast steel, bronze bushings and ratchet handle.

Jacks are made in four sizes — 4 to 12 tons.

Send for
Catalogue

WE HAVE COMPLETED ARRANGEMENTS

Whereby we can supply you with any kind of granite, in any combination monument, or monument in any granite you wish, and have the price right. We ask you for a fair chance on your Barre work, and shall be pleased to quote you prices.

**GLOBE GRANITE
CO.**
MONTPELIER, VT.

ORIGINATORS and
SOLE OWNERS

OF THE
"HAWK" BRAND
STEEL

Long and favorably known. We will
continue to supply our customers with
this CELEBRATED BRAND as usual.



WE HAVE BEEN APPOINTED

SOLE NEW ENGLAND AGENTS
FOR THE

Halcomb Steel Co.,
SYRACUSE, N. Y.

One of the best equipped mills in the world

Producing { Hawk Brand for Pulley
Hawk Brand for Drills
Hawk Brand for Bush Hammers
Hawk Brand for Press Hammers
and Standard Tool Steel for Drills,
etc.

HAWKRIDGE BROS. STEEL

OF EVERY DESCRIPTION

303 CONGRESS STREET - - BOSTON

A LITTLE TALK ON INTEGRITY



George Washington

GEORGE WASHINGTON, the American saint so-called, who is held in high esteem by the American people and by all the world, had no more prominent characteristic than that of absolute integrity. Everything which he did was done the best he knew how, and he told the truth even when he cut the cherry tree. And we tell the truth when we say that we cut the BEST POSSIBLE

MONUMENTAL WORK IN WESTERLY GRANITE

Our best is just a little better than the other fellow's best. We await the opportunity of demonstrating to you our best.

KAVANAGH BROS. Co.
QUINCY, MASS.

Granite, Marble and Bronze.

Successor to Granite

Published monthly by A. M. Hunt & Co., 43 Tremont Street. Foreign subscription \$1.30; Domestic subscription \$1.00.

A. M. HUNT, Editor.

Advertising Rates upon application.

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MISLEADING NAMES USED BY THE RETAIL MONUMENTAL DEALERS.

It would seem to us, from past experience, that the retail dealers in monumental work are more subject to change in name than any other line which we have personally come in contact with, and oftentimes these names are very misleading.

For instance, a concern will start in in a certain town: to serve as an illustration, we will call the name of the town Douglas. A letter will be written by the proprietor, signed the Douglas Marble & Granite Works. The letter-head will read the same. No other name is used either in connection with the letter-head or the signature. We will have a record that one John Jones is in the monumental business at Douglas, but there is nothing to connect John Jones with the Douglas Marble & Granite Works. On investigation, we will find that within twenty-four hours, John Jones has assumed the name of the Douglas Marble & Granite Works. This is all very confusing, and subjects not only ourselves but the retail dealer and the manufacturer to considerable inconvenience; nor is this the end of it, by any means. Perhaps the next letter received from the retail dealer will have no heading on it, but may be simply dated from Douglas and signed "John Jones." For the sake of argument we will assume that the proprietor of the monumental works has found that the name of the Douglas Marble & Granite Works does not work as well as he expected; and therefore he drops it and assumes his own name again. This, of course, is an extreme case, but we have known it to happen time and time again.

Then, again, we have known two or more concerns to start in, in a town; one, we will say, will have the name of the Douglas Marble Works, another the Douglas Marble & Granite Works, and still another, the Douglas Monumental Works. We would have a record of all three, but it might require a week or more to investigate these three concerns, and ascertain the name of the proprietor of each.

We would very strongly suggest where concerns use the name of the town or the county, or any other name aside from their own, by which to designate their business, that they shall have upon their letter-heading the name or names of the proprietor or proprietors, and that in signing the letter, it shall be signed by the name as shown upon the letter-heading and also with the name of the proprietor. For instance, if it is the Douglas Marble & Granite Works, it should be signed: "Douglas Marble & Granite Works, John Jones, Prop." And in every case the street address should be given on the letter-heading, whether the town is small or large. These are simply suggestions to avoid delays in shipment of goods or in the securing of credit, or otherwise, where it is necessary to identify the concern. And where these suggestions are followed out by the legitimate concerns, we shall know from the very fact that the concern in question is not using the name of the proprietor or proprietors, that they do not care to have the names of the proprietors come to the surface; and that they should be looked upon from a credit standpoint, and otherwise, as doubtful.

There is another thought that comes to us, that the original proprietor of the Douglas Marble & Granite Works, we will say, has sold his business or died, and the new proprietor or proprietors, simply sign the name as before, namely, the Douglas Marble & Granite Works. The letter-heading is the old one, used by the original concern; yet we have a record of a change showing that the old proprietor had sold out or had died; but here is the letter-heading to prove that the old concern is in existence. This is very misleading also. We assume that the old letter-heading is used in the hope of saving expense, but we can assure those who do this, that it will make for a rather expensive letter-heading in the end.

ATTENDING TO OTHER PEOPLE'S BUSINESS.

It is our candid belief that if the same attention was given by the average manufacturer or retail dealer to his business that he gives to his neighbor's business, everyone would make a success. How many times have we had occasion to listen to the complaints of one firm about the other's methods of conducting their business. And where one concern has made a success there seems to be an inclination on the part of others to criticise and antagonize him or them. In fact, success seems to be the signal for general criticism and antagonism. This is not so in other lines of business, and we know of no reason why it should

be so in the granite industry. We do not mean to say that this is so in every case, but we have so many cases of this kind in mind, with which we are very familiar, that it seems to us to be a prominent feature of the business. It is good policy to take care of one's own troubles and leave the other fellow alone.

SETTLEMENTS.

Having come in contact, recently, with a number of retail dealers, and listened to their complaints about the condition of the money market, with especial reference to their own business, we are led to believe that under present conditions there must be more or less unjustified pushing of good concerns to bring about the collection of what would seem to be overdue accounts. It has been the unfortunate experience, during the past year, by the manufacturers, that monumental work could not in many instances be shipped on time, and therefore many jobs, with special reference to mausoleum work, could not be set if received by the retail dealer on account of winter conditions. On account of this, of course, they have been unable to collect bills for unfinished work, and manufacturers could not be settled with on this same account. It has made a hardship all around, and both the retail dealer and the manufacturer have suffered. At the same time there are concerns who have taken advantage of the conditions to delay the settlement of accounts where the monuments or mausoleums had already been set, and the money secured therefor, and used it for the purpose of pushing other contracts. Therefore, manufacturers have been obliged to collect accounts by force, or go without the money. The manufacturer has got to take into consideration that where the contracts are delayed, where the goods are sent into sections where winter conditions prevail, that their accounts cannot be collected until the monument or monuments are set and accepted; but at the same time he should not lose sight of the fact that where goods are shipped he has reason to believe that the monument has been set and the money collected, settlement should be insisted on. This is his business and should be strictly adhered to.

WHO PAYS FOR THE ADVERTISING.

We publish below an item which strikes us rather forcibly, for even with our ideas regarding advertising we never thought of it from this standpoint: yet our readers may reason it out for themselves, and see if it is not true.

"A viewpoint in the who-pays-for-the-advertising controversy. Did you ever think about it? Who pays for the advertising of merchants and other business men? Not the advertiser, for the cost is returned to him fourfold in increased profits. Not the purchaser, for he buys cheaper from the advertiser and has a better assortment and fresher goods to select from. Who, then, really pays the advertising bills? The non-advertiser, of course. A just proportion of the money he loses by his lack of initiative and enterprise finds its way eventually to the printer, to advance the cause of education and the interests of the community. If you have never looked at it in that light it is worth thinking about."

It certainly is the non-advertiser who pays the advertising bills. Take it in your own particular line. Don't you know of many a concern, whose name has never been seen in print, who are always complaining how dull business is? There are always those who are crying the "hard luck" story; that nothing comes their way to figure; and during what will be considered very good times, when a lot of work is being placed, there are those who find fault because of the lack of orders. And you will find in nine cases out of ten that these are the ones who stay idle, expecting orders to drop into their laps, without their trying to find them. Never in our experience have we found a liberal advertiser who had anything to find fault with as to the amount of work he was receiving in ordinarily good times. Of course there are good times and there are lean times, when all work is affected more or less, but you will always find the advertiser on top, even in the lean times. The man who does not advertise is the one who pays the bill, just as sure as sure can be, for he is obliged to make his prices low, in order to secure the work, for nobody knows him; and it is only when there are some surplus favors to be passed around, that he may get something; but this is only when those who are advertisers, and hustlers, have received their share.





An interesting little exhibition of sculpture was shown in the rooms of the National Sculpture Society at the Fine Arts Building in New York City.

Mrs. Carol Brooks MacNeil, wife of the well-known sculptor, H. A. MacNeil; Mrs. Bryson Burroughs, wife of the artist of that name; Mrs. Harvey W. Corbett; Mr. J. E. Roine and Mr. James E. Fraser.

The work of the men, chiefly plaques and medals, was of unusual merit and distinction, which the small show afforded an opportunity to enjoy. In large collections of sculpture, mostly done in heroic size, the delicate work of the medalist and plaque designer is lost.

Mrs. MacNeil's portrait busts in life size were very convincing, but it is in her figurines and small objects that her work has the most charm. A statuette of Circe, who stands nude upon a stone drum and impishly snaps her fingers encouragingly to a hurrying line of little pigs, once, alas! brave Greek sailors, that vainly try to reach her, is not only humorous but beautifully modeled.

A bronze ink-stand, ash-receiver, and bowl stand with nymphs and waves and lotus leaves, are really exquisite objects of applied art.

Mrs. Harvey W. Corbett's three bronze figures of boys were excellent studies. One boy is part of the composition for a sun-dial. He crouches to look at a lizard that has crawled upon a great flat leaf and whose upraised head serves to cast the shadow of the sun and tell the hour.

Mrs. Burroughs' work was varied and ranged from simple little babies' heads to studies of nude figures and a plaster sketch, remarkably strong in character, of a virago.

Altogether it was a very enjoyable little exhibition.

The annual exhibition of the New York Academy of Design, and the first one since the Society of American Artists became a part of the organization, was one of the poorest shows that city has seen for years.

One kind critic called attention to the fact that there were no unusually bad pictures and possibly this is so, but there was not a really fine one either, but row after row and gallery after gallery of second-rate work.

Both societies had better exhibitions last year. In fact, that of the younger Society of American Artists was a brilliant affair and how the combination of the two ever resulted in such a wretched showing is a mystery.

There were a few bronzes and plaster portrait busts shown with the paintings but they did not compare in

any way with the amount of sculpture seen in the past at either of the societies exhibitions.

Eli Harvey, Frederick Roth and A. Humphrey's studies of animals are always interesting and so was a portrait bust of Richard Watson Gilder by E. O. Rosales and one called "Gwendolyn" by R. Hinton Perry.

Caroline Peddle Ilal had a sympathetic little study of a mother and child; and a young woman's head. "Miranda," by J. Scott Hartley, was a portrait study, but treated in such a manner that it had all the charm of an ideal head that successive fashions will never make appear ridiculous.

The New York Metropolitan Museum has acquired a bronze statuette, "Accord," by the young Scandinavian sculptor, Charles Oscar Haag, who has been living in this country for some years. Mr. Haag's work has been mentioned in these columns before. This piece was a gift to the museum of a number of gentlemen through Mr. John Spargo.

A bronze head of "Victory," by Augustus St. Gaudens, has been purchased and added to the collection of American sculpture.

The Museum in its efforts to develop its collection of classical art along systematic lines that will strengthen it where it is weak and make it wholly representative, has been making purchases for over a year in various parts of Europe. The first of these arrived a few weeks ago and consists of a large and very important consignment of Greek and Roman antiquities. Among them are seventeen bronzes and seventy-two terra-cottas.

The terra-cottas are mostly ancient Tanagra statuettes of young men, young women and children. All the large sculpture of that time represented goddesses and it is only in these little figurines that we are able to study the real women in all their beauty, refinement, and delicacy.

The Sculpture Society of New York City is to hold its exhibition, some time this winter, at the Fine Arts Building and not in Madison Square Garden as announced.

A number of people of social prominence are interesting themselves in the exhibition and several teas will be given under their patronage.

The heirs of the late Andrew H. Green have contributed \$10,150 towards the Andrew H. Green Memorial Fund.

In the Holbein Studios in New York City Mr. Augustus Lukeman has just completed two of the

colossal statues for the New Royal Bank of Canada that he was commissioned to make. The statues, "Railways," and "Fisheries," are twelve feet high and being cut from blocks of Georgia marble that weigh twenty tons each.

"Agriculture," and "Mining," are still to be exe-

Down in MacDougal Alley, Mr. Edwin Willard Deming, who is a painter as well as sculptor, has just finished his large mural decorations for the Morris High School Building, and they will be shown at the coming Architectural League Exhibition.

His little statuette, "The Toiler of the Plains,"



FIRST AWARD FOR DESIGN SUBMITTED FOR THE KOSCIUSZKO MONUMENT. ST. R. LEWANDOWSKI OF VIENNA, SCULPTOR.

cuted, and also designs for two bronze doors for the same building.

Vincenzo Alfano has a group, "Christ and the Adulterous Woman" at the Academy of Design Exhibition.

Mr. J. Scott Hartley had only just finished his portrait bust that was sent there and is now busy at work on several commissions.

shown in these columns while in the plaster, has recently been cast in bronze and is now for sale at a prominent Fifth Avenue establishment. Other studies of wild animals are under way.

James Earl Fraser has modeled a bust of President Roosevelt that is said to have proved very satisfactory to the President's friends and will be executed in marble for the Senate Chamber at Washington.





WINNER OF THE SECOND PRIZE IN COMPETITION FOR THE KOSCIUSZKO MONUMENT. AN ANONYMOUS DESIGN FROM LAMBERG, AUSTRIA.

The Kosciuszko Monument.

The Kosciuszko Monument to be erected at the national capital by the Polish National Alliance of the United States and for which \$40,000 has been raised by popular subscription has engendered the liveliest competition in designs that has characterized any similar contests in years. More than twenty designs were submitted from all parts of the world. A jury of sculptors consisting of Mr. Lorado Taft of Chicago, Mr. Daniel Chester French of New York and Henry M. Shrady of New York has just made awards on the basis of artistic excellence. The first prize, \$1,000, goes to St. R. Lewandowski of Vienna; the second prize, \$600, to an anonymous design from Lamberg, Austria; the third prize \$400, to a model by Prof. Jul. Beltowski of Austria and the fourth award, "Honorable Mention," to a design submitted under the *nom de plume*, "George." A commission consisting of Secretary of War, Taft; Senator Wetmore and Representative McCleary, will decide which of these prize-winning designs shall be used for the statue.

"Sassy" Letters.

With a stenographer at hand and a provocation in the morning's mail it's the easiest thing in the world to dictate a "sassy" letter. This is a practice which we have no thought of discouraging. We consider it perfectly proper and justifiable. It saves many a man from apoplexy. But we do advise against letting it get mixed up with the rest of the letters. Give your stenographer a standing order to put that letter into the cooler over night. Nine times in nine you'll be glad you didn't let it get outside of the office, when you tear it up the next day.



The first month of the year has passed, with the outlook of the local industry becoming brighter each day. The weather conditions during January were, on the whole, very rigorous, and necessitated the shutting down of the stone-sheds on several occasions. One morning during the month the mercury fell to 30 degrees below zero, but that did not prevent at least one manufacturer from starting up his plant at the usual time and defying the Arctic weather. Business is gradually coming in and will, no doubt, keep increasing during the early weeks of February, when a decided commencement of spring work will be made. Many of the manufacturers have already booked a fair amount of orders; in a few instances, as much work as they can handle for a couple of months. Considered right through, the amount of granite business coming to Vermont at this time approximates closely to the conditions that prevailed during the early part of 1906.

There recently died in Barre two of its pioneer granite manufacturers, in the persons of Wallace C. Parker and Samuel B. Huse. Mr. Parker and Mr. Huse commenced business about thirty years ago, when Barre



FOURTH AWARD FOR DESIGN FOR THE KOSCIUSZKO MONUMENT. DESIGN SUBMITTED UNDER NOM DE PLUME OF "GEORGE."

granite was little known, and what is now Barre city was but a mere roadside village. Both these pioneers lived to see the one-time village raised to the dignity of a city, counting its inhabitants by thousands, where it one time counted its hundreds. They contemplated the growth day by day of an obscure village into the leading granite centre of the world. The granite-working tools in use when Mr. Parker and Mr. Huse started up in business were on the whole very primitive, and if we except the difference in the metal, practically little advance had been made on granite-working implements since the early Egyptians hewed their mighty monoliths. The past thirty years have seen a great change. The ingenuity and resource of man has caused a great revolution in the means and methods of working granite. Its hard nature, which for ages seemed to defy man's utmost efforts, has been almost subdued by genius and the spirit of invention. Machinery which thirty years ago was undreamt of, is now an accomplished fact. In no other branch of human industry has such a mighty upheaval taken place within the same space of time. The art of quarrying, cutting and shaping granite can be traced back to a very remote period, yet comparatively little improvement had been achieved in the methods of working this hard material and adapting it to the uses of mankind, until three decades ago, when, contemporaneous with the growth of Barre, the whole industry rapidly attained its present remarkable position. That which has exercised almost as much influence as machinery on the prosperity and unprecedented growth of the granite industry, is the art of design. The designer has kept pace with the increasing demand for artistic memorials, adapting the forms and lines of his ideas to the hard material, out of which is produced the handsome, enduring monuments to be found in almost every cemetery in the country. One has but to compare the crude, badly proportioned designs of granite monuments in vogue thirty years ago with the artistic, finely proportioned monuments and mausoleums to be seen at the present time in any first-class cemetery, to appreciate the almost inconceivable advance made in the monumental art.

An interesting fact relating to the early days of Barre was unearthed a few days ago, through the means of the official sent from Washington, D. C., to examine the titles to the piece of ground, on which it is proposed by the federal authorities to erect a new post-office. It seems the first owner of the ground on which the business section of Barre is built, omitted

to pay the imposed tax of 1 cent an acre, with the result that the authorities stepped in and sold the land at auction for \$2.40, to cover arrears of taxes.

The Woodbury Granite Company, Hardwick, Vt., has been awarded the contract to furnish the granite work of a new building, to be erected this year on Wall Street, New York City, by the American Bank Note Company. Bethel granite will be used. The contract price is about \$85,000.

We noticed a rather handsome and interesting 1907 calendar, which was distributed by a Barre concern, at the beginning of the year. It takes the form of a series of views, embracing the local Burrus' memorial, the Corti monument, Barre, and the Rockefeller shaft monument, Cleveland, Ohio. There is also a very fine panoramic view of Barre city and three different views at the quarries, one showing a "boulder" quarry, another a "sheet" quarry, and the third giving a picture of a large boom derrick and blondin working over a quarry. Underneath are appended the following interesting statistics of Barre and its granite industry: Population of city, 1900, 8,448; present estimate, 11,000. Population of Barre town (in which are situated the quarries), 1900, 3,346; present estimate, 5,000. Number of firms quarrying granite, 36. Total amount of granite quarried, 1906, 1,250,000 cubic feet. Average price, \$1.00 per cubic foot. Quarrymen and helpers employed, 1,000; average daily wages, \$2.00. Number of firms cutting granite, 146. Granite cutters employed, 1,650; average



THIRD AWARD FOR THE KOSCIUSZKO MONUMENT.
MODEL BY PROF. BELTOWSKI OF AUSTRIA.

daily wages, \$4.950. Tool sharpeners, 150; average daily wages, \$4.50. Polishers, lumpers, etc., 465; average daily wages, \$1.000. Total daily wages, \$8,400. Total yearly amount paid for stock and labor, \$3,770,000.

Novelli & Calcagni have decided on the plans, etc., of the new straight shed which they purpose to erect on the ground lately acquired by them. The dimensions of the shed, 254 feet x 70 feet 10 inches, will rank it among the largest of those recently built. It will be equipped with a Lane traveling crane, electric type, of a lifting capacity of 20 tons. The power to drive the air compressor and other machinery will be furnished by an electric motor of 50 horse-power. The electric power for the traveling crane is supplied by separate motors. The air compressor is of the most modern type and gives 400 cubic feet of free air per minute. Included in the new plant is a steam boiler of large capacity, which will insure the whole building being

(Continued on page 33.)

Architecture in Great Britain.

Examples of Stone Work and Other Forms of Architecture Showing the Early English Ideas Along This Line.

BY GEORGE E. HOLT.

In the American Carpenter and Builder.

We build great buildings, astonishing buildings, good buildings in these days, and perhaps a few hundred years from now our great-great-grandchildren



NORMAN DOORWAY, KENILWORTH CHURCH.

will gaze upon some isolated ruins of a commercial castle of the twentieth century and wonder. But we who think that the people of the Elizabethan period were of the unenlightened have but to look upon their work and know that they were at least good builders.

At Chester, England, in the first century, the Roman legions cut through the solid rock about the walls of the city a fosse, or moat. In some places they cut a channel through the rock sixty feet deep. With the stones thus secured they built a wall. An ingenious idea that, to manipulate level ground so as to produce two lines of defense—a moat and a wall, and to produce the wall while they were producing the ditch! And so good were they both that twentieth century people still may walk upon the wall, and a twentieth century transportation company finds the fosse big enough to use as a canal upon which to carry freight.

In cathedrals, in parish churches, in castles, in palaces, one who travels through Britain finds that the old Britons were good builders. And they not only

built to have their buildings stay built, but they had an eye for beauty—so true an eye that the modern builder is wise in studying the remains of that past epoch, whether it be a well-preserved cathedral or a ruined abbey.

Our illustrations show two or three examples of stone-work which especially attracted our attention in Britain. Melrose Abbey is probably the best-known of any British ruins, and after looking upon it or upon a picture of it, one can readily understand why this is so, for it is beautiful. We studied the building itself for hours, but when our photographs were finished, we found a wealth of detail that had escaped our notice before—delicate tracery, designs so assimilated by the plan of the whole as to be almost unnoticeable. Melrose Abbey was founded in 1136 by David the First and was mother to all the Cistercian churches in Scotland. The wall enclosing the monastery was more than a mile in circumference and the abbey itself took more than a century to build. The ruins are 238 feet in length and 75 feet wide. The famous window, shown in our pictures, is 36 feet high and 16 feet wide.

Our second view is one which, we believe, has never before been taken, for it was only by much labor and the conventional English inducer that we secured access to a point from which we could get this view.

In point of date Lancaster Castle, at Lancaster, England, precedes Melrose Abbey, for one tower in it dates from the year 124, while another portion is



ENTRANCE TO CHAPEL, LANCASTER CASTLE.

said to date from the year 79. The castle became important while occupied by John of Gaunt, son of Edward the Third, and in the Wars of the Roses was the scene of many a fight. In those days each well equipped castle had its own chapel, for should the



OLD WALL OF CHAPEL, LANCASTER CASTLE

worshippers have had to go any distance to attend service, the probabilities are that they would never have returned. There were warm times then, you see. Our pictures 3 and 4 show various interesting details



JOHN O'GAUNT'S GATEWAY, LANCASTER CASTLE.



LANCASTER CASTLE.

of the chapel. The first includes the very old portion, probably nearly fifteen centuries old, and the comparatively modern entrance, although that was built before Columbus' grandfathers lived. The difference between the two portions will be noticed at once. The other illustration shows the entrance on a larger scale, with the Virgin Mary in stone over the doorway, the gargoyles—hideous faces which were believed to keep away evil spirits—and the exquisite carving. John of Gaunt's gateway is a masterpiece of building, even down to the stone figure of John himself, which, in armor and helmet and with sword in hand, keeps guard over dominions once his own.

At Kenilworth church is a Norman doorway which is one of the most beautiful entrances we have seen, in spite of its age. In fact, age has only softened its



MELROSE ABBEY.

appearance, much as age softens and beautifies the human face. Although the details are in perfect keeping with the general design, one appreciates better its beauty by getting only an impression of the details.

Meeting of the Iowa Marble and Granite Dealers' Association.

The meeting of the Iowa Marble and Granite Dealers Association was held at the Chicago House, Sioux City, Ia., Jan. 16-18. It was called to order promptly at 1.30 P.M. Jan. 16 by President Bogan, who opened the meeting by a short address of welcome, in which he expressed his gratitude at seeing so many present. His talk was an incentive to better work and a more kindly spirit among the fraternity, and was earnest and helpful. He closed by a wish that the business of the Association be strictly attended to until the close of the session.

First.—Roll-call by Secretary, showing 43 present. Reading minutes of last regular meeting.

Treasurer's report, showing a substantial balance in the treasury, with all bills paid. Approved as read.

Next was consideration of 11 new applications. All elected, as follows: J. J. Long, Knoxville, Ia.; L. A. Raymond, Fonda, Ia.; M. Miller, Bedford, Ia.; A. G.

Nominating Committee: C. G. Dayton, C. C. McCann, A. B. Sheriff.

Next was the report of the committee on charges of C. D. Oldham against Joel Clark & Son. Report accepted and committee discharged.

The Association, acting upon the charges, found Joel Clark & Son guilty, and a fine of \$25 was imposed, Secretary to notify them of the action of the Association.

The balance of the afternoon was taken up with general discussion of catalogue houses, which was joined in by all. The final action taken was a committee appointed to draft resolutions on above subject, which are to be mailed by Secretary to each member. Committee: C. B. Holden, H. R. Dodge, C. D. Oldham.

Wholesale committee reported they had the tickets for the theatre party, which was to take up the evening. Meeting adjourned until 9.30 A.M.



SOME OF THE DEALERS AND GUESTS ATTENDING THE RECENT MEETING OF THE IOWA MARBLE AND GRANITE DEALERS' ASSOCIATION.

First row, reading from right to left: Louis Sommers, S. W. McClintic, C. G. Dayton, C. B. Holden, Geo. S. Bartlett, John Bogan, D. W. Raparee, J. J. McIver, Walden Sheld, C. J. Ford.
Second row, left to right: W. J. Cadd, N. Nellen, Frank Hosler, Geo. Olden, A. B. Sheriff, Henry Dodge, H. Lundberg, T. H. Pritchard, H. D. Pierce, Pearl Raparee, J. S. Agnew, F. G. Aringer, M. C. Carlstrom.
Third row, right to left: H. C. Hagy, A. Simmers, A. G. Wright, A. Knapp, H. Bliss, E. Crum, E. Elliott, H. C. Moody.
Fourth row, left to right: L. A. Raymond, J. E. Ruge, C. J. Herter, C. D. Oldham, Frank Hosler, C. C. McCann.

Wight, Onawa, Ia.; Hagy & Moses, Sheldon, Ia.; L. A. White & Son, Centerville, Ia.; T. H. Pritchard, Watertown, S. D.; F. G. Aringer, Neligh, Neb.; Louis Sommers, Randolph, Neb.; Simmers & Campbell, St. Cloud, Minn.; Townsend & Townsend Company, New York.

The Secretary read correspondence from many dealers unable to be present, and others pertaining to matters of the Association.

The Chair then appointed committees for the different work, as follows:

Resolutions of sympathy on the death of E. T. Heberer, Washington, Ia.

Committee appointed on the Madden (Reciprocal Demurrage Bill): H. D. Pierce, Edward McLane, H. C. Moody.

At 9.30 A.M. members went in a body to inspect Sioux City Packing Houses of Armour & Co. and the Cudahy Packing Company at the stock yards.

Meeting called to order at 1.30.

First on program was the paper of President John Bogan on "Interests of the Association." The paper is given here in full and speaks for itself. If the fine principles suggested were lived up to by every dealer, the trade conditions would be in an ideal state.

Next came the report of freight committee. Chairman Pierce reported that he knew of no changes in the classifications. The only question that had been raised in the past year was on carving on both marble and granite. That was through the new inspectors. That fewer overcharges had been made, and that the freight conditions were in better shape than they had

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are made in two sizes, "D 15," for "plug and feather" holes and light block holing, up to 12 inches; "D 19" for foot-holes and heavy block holing, up to 48 inches.

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Bulletin 51-D

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RETAIL GRANITE & MARBLE DEALERS

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been for some time. Same freight committee was continued for 1907.

Report of committee on resolutions was then received. Copy of resolutions ordered spread on the minutes, and also a copy to be sent the family of deceased.

Next was a paper by W. J. Cadd of Boone, "Business Experiences." Mr. Cadd, who has had twenty years' experience in the business, was fully capable of handling his subject in a most helpful and entertaining manner.

Next was the paper by "The Reporter." Owing to the absence of Mr. Watson, was read by A. J. Knapp. This was a most excellent article, with many helpful suggestions, and should be read by every dealer in the state. It will be printed in the March number.

Next was a paper by A. B. Sheriff of Des Moines. He spoke particularly on the needs of the Association and the value of united action.



COVER OF FOLDER USED BY THE IOWA MARBLE AND GRANITE DEALERS' ASSOCIATION.

The next business of the meeting was the question as to whether the wholesalers should be entitled to vote at the meetings. It was the general feeling among the wholesalers, as well as the retailers, that the Association was, with the large membership, in condition to ask the wholesalers to become associate members with no vote in the meetings. Resolution was presented that Article III of the constitution be changed to read: "Any responsible retail dealer having a regular shop and who is in himself or has in his employ a practical workman, doing business in Iowa or adjoining sister states in marble, granite or stone, may become a mem-

ber by two-thirds the affirmative vote of this Association. Any legitimate wholesale marble or granite dealer shall be eligible to associate membership, but shall have no vote in our meetings."

This was carried unanimously and seemed to give satisfaction to all. The wholesalers expressing themselves as willing to assist in any way they could, still felt that the business should be confined to the action of the retailers.

Next was the report of the nominating committee, and the following officers were nominated and Secretary ordered to cast the vote of those present for all officers of the Association for 1907.

Officers elected for 1907: President, John Bogan, Le Mars, Ia.; Vice-President of Northeastern District, A. R. Taylor, Waverly, Ia.; Vice-President of Southeastern District, C. C. McCann, Bloomfield, Ia.; Vice-President of Northwestern District, C. B. Holden, Cherokee, Ia.; Vice-President of the Southwestern District, J. C. Sullivan, Creston, Ia.; Board of Directors, D. W. Rapalee, Sioux City, Ia.; C. D. Oldham, Perry, Ia.; Henry Dodge, Webster City, Ia.; John Briar, Monona, Ia.; E. W. Hoffman, Cedar Rapids, Ia.; Secretary and Treasurer, Chas. J. Field, Creston, Ia.

Notice for change in Constitution, Article XVI, to read: "The annual meeting of this Association shall be held on the third Wednesday of January of each year at Des Moines, Ia.; also there shall be held during the month of July four district meetings called by the Vice-Presidents elected and held at such place as they may designate in their district. Special meetings may be convened on a call signed by the President, Secretary and one Vice-President."

Adopted as read.

The Secretary and Treasurer was instructed to correct the By-Laws and Constitution to date, also a correct list of dealers, and have as many printed as he thought necessary, mail them to each member and to the Secretary of other Associations.

A. B. Sheriff was then elected Chairman of Hotel and Entertainment Committee for next annual meeting, to be held in Des Moines the third Wednesday in January, 1908.

A vote of thanks was tendered the popular proprietors of the Chicago Hotel for their considerate treatment of the Association; also a vote of thanks to the trade journals, and a vote of thanks to the Entertainment Committee and the local dealers for their interest and pains taken in making the meeting a success. Meeting adjourned for the banquet hall, all feeling that the meeting was the best ever held by the Association, and resolving to double the attendance at the next meeting; also that enough cannot be said about the importance of the district meetings, and it is hoped that every Vice-President will hold such a meeting during the year, this to take the place of the semi-annual meeting.

The question was also brought up as to why the wives of the members were not invited to the meetings. It was suggested that their presence would only add

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IF YOU SET monuments, large or small, you will require Meyer's German Cement, which is sold in any quantity by the Harrison Supply Company, 5 and 7 Dorchester Ave. Extension, Boston, Mass.

pleasure to the gatherings, and, by unanimous consent, it was agreed that every dealer was to bring his wife to the next meeting.

Following is the banquet menu tendered by President Bogan, D. W. Rapalee and M. C. Carlstrom & Co. at the annual meeting of the Marble and Granite Dealers Association at Sioux City, Ia., Jan. 17, 1907.

<i>Manhattan Cocktail</i> <i>John Batchelder</i>	
<i>Cream of Tomato</i> <i>Geo. Bartlett</i>	
<i>Queen Olives</i>	<i>Celery</i>
<i>H. D. Pierce</i>	
<i>Boiled Columbia Salmon, Hollandaise Sauce</i>	
<i>Potatoes, San Souci</i> <i>Henry Moody</i>	
<i>Roast Young Turkey, Cranberry Sauce</i> <i>Frank Gosselin</i>	
<i>Mashed Potatoes</i>	<i>French Peas, en Caise</i>
<i>Waldron Shields</i>	
<i>Sweetbreads</i>	<i>Patties a la Ivorie</i>
<i>Lloyd McBee</i>	
<i>Parker House Rolls</i> <i>Alex. Simmers</i>	
<i>Lobster Salad, Mayonnaise</i> <i>Chas. Field</i>	
<i>Neapolitan Ice-cream</i>	<i>Assorted Cake</i>
<i>Andy Knapp</i>	<i>Frank Hosler</i>
<i>Swiss Cheese</i>	<i>Saratoga Flakes</i>
<i>Homer Bliss</i>	<i>Edgar Crum</i>
<i>Cafe Noir</i> <i>Little Nell</i>	

CHICAGO HOUSE.

This was greatly enjoyed by all present. The hotel management and those in charge left nothing undone that would give pleasure to their guests. The tables were beautifully decorated with smilax and cut flowers. The President was seated at the head of the table, the Secretary at the foot of the long table, while Frank Gosselin in the centre acted as toastmaster, and, with his keen wit and humor, won responses from all in the same spirit.

Many clever speeches followed and would be interesting reading, if recorded. Mr. Sheriff, speaking for the guests, in a most charming manner thanked the

President and Sioux City dealers for the delightful evening planned for them.

Those present will long remember the evening, and those absent were greatly the losers.



Convention Notes.

All dealers were high in their praise of the fine stock carried by the Sioux City dealers. Their neat and tastily arranged show rooms must be an incentive to many to improve on their own when they reach home.

Enough cannot be said of the care and forethought exercised by the Sioux City dealers for the welfare and pleasure of their guests during their stay in the city. Nothing was left undone that could have added in any way to their enjoyment. There were many comments on the fact that the wholesalers present attempted no business during convention sessions. The retailers appreciated this spirit and patronized all quite liberally after and between sessions.

General good fellowship was extended all along the line. Every new arrival was given that hearty greeting which precludes cold restraint and made him feel he was no longer a stranger but "one of them."

Quite a number could not attend the meeting on account of their distance from Sioux City. Next year the meeting will be in the central part of the state and it is hoped every dealer will be there and bring his wife with him. The entertainment is in the hands of A. B. Sheriff. Suffice it to say that all will be well taken care of.

The object of the four district meetings to be held this year is to do away with the semi-annual meeting. The dealers can get together at small expense, talk over their troubles, and be ready at the annual meeting to let the balance of the state know what they want. These meetings are in the hands of the four vice-presidents, and it is thought much good can be gained from them.

One of the oldest dealers in the state, J. E. Agnew, 79 years old, has never missed an association meeting, and expressed himself as learning something new every time. Thought if every dealer once attended the meetings, they would never want to miss one.

One of the regrets of the Association was the absence of Ex-Pres. Schwarz, detained at home by sickness. The Association thanked him for his kind letter and wished him speedy recovery.

Many inquiries were made for the genial E. R. Fletcher of Hardwick, Vt., who won so many friends at the last meeting. Mr. Fletcher was unavoidably detained at home on account of the labor question.

Good workmen could find steady employment in Iowa. Many present were short of help and none seemed available.

The entertainment committee was the busiest ever. Something doing all the time.

Business Experience Paper Read by W. J. Cadd, Boone, Ia., at the Meeting of the Iowa Marble and Granite Dealers' Association.

When our Secretary, Mr. Charles J. Field, spoke to me about reading a paper at this convention, I did my best to persuade him that it was very foolish for me to undertake to do so. But, finding myself on the program for a paper, I thought perhaps the easiest way to satisfy Mr. Field and the rest of you was to prepare a short talk upon some subject, which will forever dispel any delusion he may have of my ability in a literary direction!

Being naturally of a retiring disposition and not possessing the eloquence of speech that most of the men engaged in our line of business possess, I have always felt that I could learn more by listening to others than they could by listening to me. Keeping this fact before me and knowing that others are to follow,—who are better qualified to instruct and entertain you,—my remarks, I can assure you, will be very brief.

The experience gathered in twenty years by the wide-awake monument dealer would, if recorded, make a very large and extremely interesting book and is worthy of more thought and time than I shall be able to give to it. Like a majority of those present, there was a beginning in my career as a monument dealer; and why I ever engaged in the business, I have never been able to tell.

When quite a young man, living in the little town of Plainfield, Ill., I remember we had a marble shop located there. The stock consisted of a few white slabs and a little Joliet lime-stone for bases. That it was not a "howling success" financially, was proven by the fact, after the sheriff had sold everything in sight for him, he still owed nearly every one in the town who had been kind enough to trust him. The appearance of the man was certainly in his favor, and I was impressed so much at his failure that I formed this opinion of the business, *viz.*: that it was a swift and certain road to the poorhouse. Experience has taught me that my early impressions were not far out of the way. That I have succeeded, however, in evading the county boarding-house thus far, is probably due to the fact that I have deprived myself of all the luxuries and some of the necessities which usually fall to the lot of men engaged in other lines of business. I hope this is not the case with the rest of you. My purpose in coming to these meetings is to learn as much as possible from the different ideas and opinions brought out at these gatherings by what I consider the cream of the monumental business.

Personally I have learned this fact: that none of us can get all of the work we make prices on, and it some-

times happens that we do not get the work which we feel sure the "other fellow" has "no show" to get! These things are exceedingly annoying to some of us, and I have had men say some very harsh things about me when I have taken an order which they seemed to expect.

I think we all have these experiences. One of the most aggravating experiences to my mind has been the "rattle-brained" fool who eternally howls "cheap, cheap, cheap," and who will sell work below cost rather than see a competitor make a little profit. I am pleased to say we have none of that class here to-day, as those little, narrow, contracted imbeciles never could see any sense in spending money to come to such a place as this, for the simple reason that their horizon is so narrow that they shed no lustre beyond their own selfishness, and their shell is so hard that nothing tending to upbuilding of the business or the broadening of the brotherhood of man could penetrate it. I think the little poem on page 25 in the January number of the GRANITE, MARBLE AND BRONZE magazine has the facts in a nutshell, of which I have a copy. I have always felt that I have kept as near to the "Golden Rule" as it was possible for any one to do in our line of business. I have always bought what is sold as first-class work. My conscience does not accuse me of ever having robbed any one or of selling marble for granite, and yet I could go on and tell you how much cheaper my competitors could have done the work than was paid to me. It is not my purpose, however, to berate any one; in fact, if I have very much to say, it is usually said to the party direct.

It is my opinion that, while we may not accomplish all that we desire at these gatherings, we are doing a vast amount of good; we may not be able to shut out the Sears, Roebuck & Co. business, but we can wield an influence that will be felt in any quarter in which we take concentrated action; we may not be able to gather into the fold all that we would like to, and yet I cannot help but feel like the good brother did at a camp-meeting, "that it is 'good to be here'" for we can shake each other by the hand and straighten out the little tangles that we sometimes get into in our dealings and also take advantage of the generosity of the wholesale dealer and manufacturer, who are always present upon these occasions, and thus go forth with kind feelings and greater determination to treat our brother more friendly, especially our brother, the monument man.

LARGE and SMALL monumental concerns have found in our Wonder Cement something that they require in stock at all times. Write for particulars to the Harrison Supply Company, 5 and 7 Dorchester Ave. Extension, Boston, Mass.

DO YOU USE Sponges? We can sell you Sponges that have been carefully selected for the monumental trade exclusively. Write for particulars to the Harrison Supply Company, 5 and 7 Dorchester Ave. Extension, Boston, Mass.

Paper by President John Bogan at the Recent Meeting of the Iowa Marble and Granite Dealers' Association.

We are now at an age when organization seems to be in demand. Merchants, professional men, mechanics and manufacturers all have organized for mutual benefit and protection. Manufacturers and dealers of marble and granite are endeavoring to keep pace and abreast with the times. While we have been working hard to get dealers interested and convince them of the importance of joining our ranks, we have in a measure fairly well succeeded, and I trust and hope in the very near future we may have the names of every marble and granite dealer in the state recorded as members of this organization. Dealers are beginning to realize that the object of our meeting from time to time means more than simply having a good time, as has been frequently intimated by dealers, when they were approached on this subject. If these meetings were for nothing more than to have a nice sociable time and get acquainted with each other, exchange our ideas as to the best methods of running our business, that would be sufficient reason for an organization of this kind which every dealer should join, in order that we might become better acquainted with each other.

However, I am pleased to note the fact that great improvements have been made along the social line as well as from a business point of view. We need patience and perseverance, and success will be our reward. The old saying still holds good. All good things come slow. Now from the fact, known to all, that this organization has grown very slow,—in fact, at times it seemed like a dead thing,—but fortunately, through the efforts of our worthy Secretary, together with some of our energetic members, interest was again revived, and to-day it looks like a rousing success. I feel convinced more than ever that it is for our mutual benefit. Coming together occasionally with each other, once or twice a year, to relate our different experiences, is worth the price it costs us many times over. When we become better acquainted with each other and learn the good traits of character our competitors have,—for all have some which naturally command a degree of respect and confidence,—we are satisfied to recognize in them friends instead of bitter and antagonistic competitors. In order to bring this about, it will become necessary for every dealer, when out soliciting for work, to show enough respect to every other dealer by keeping away a reasonable distance and recognized territory wherein he or they are located, as there is plenty of good territory elsewhere, and not to make any effort to induce a prospective customer to buy his work away from home. Right along this line is where our greatest trouble has originated, which has caused so much enmity between dealers. This method has been adopted by some dealers and is very satisfactory. Will you adopt it? If you will, you will find it a source of pleasure to do business compared to what it has been in the past. It is the home trade that practically sustains our business. This work at home naturally comes to us without any extra expense, and is what we need to make our business a success. If we destroy our home trade for each other, we naturally will be at sea as to whether our business will be a success or failure.

It may have a tendency to decrease the volume of our business, but sooner or later it will increase our banking account without fail. Success is what we all want, and we may have it, if we prove equal to the occasion by working in the right channel and adopting good business principles. A matter of business location should be well considered. A great many misfortunes might be avoided by considering well before locating. Most of the mistakes are made through inexperience and lack of judgment, sometimes through spite work. In most of such cases, failure will come in course of time. I think we should adopt some system whereby we may avoid such unfortunate mistakes. This Association should interest itself in the success of every dealer in the state. Therefore, a matter of location is a very important problem to consider. We all know by the past that disastrous consequences have followed in certain communities where too many dealers located in a given territory. But it seems the fateful lesson must be learned over and over again, as new beginners will not be governed by those older in experience.

Wholesalers or their representatives who hold membership in this organization should be considered as honorary members only, and be disfranchised from voting on anything pertaining to the retail trade. Wholesalers located in the state of Iowa, who also retail in their respective towns or cities, should be eligible to membership in the same class as above, providing they will sell work at regular retail prices without soliciting for same.

I will further recommend that all dealers belonging to this organization should purchase their work or stock direct from manufacturers or their authorized agents. In order to better our condition, this move seems absolutely necessary. Not wishing to cast any reflections upon jobbers or middlemen, as they all seem like nice men, and as far as my experience goes, found them honorable in business transactions. But we are looking forward for the best interest of the retail trade, therefore it behooves us to deal with such problems that would have a tendency to promote the welfare of our best interest.

I would also recommend that granite manufacturers and wholesalers be petitioned by this organization to adopt the following system for settlement for their product on all orders shipped to dealers: On car-load lots to allow a discount of 5 per cent in 30 days; on local to allow a discount of 3 per cent in 30 days; settlement by note net invoice price, 60 days.

I have always considered it an injustice to those who have adopted a system of paying cash in 30 days to be treated just the same as those who settle by note 60 days. If a wholesaler can accept a note for 60 days in settlement of bills, and discount same in the bank he does business with, why should not our money be worth the same discount? If not, why should we make an effort to pay cash in 30 days. The present system discourages prompt settlements, which is a detriment rather than a benefit to the retail trade.

I have given these suggestions for your consideration and discussion. Adopt such as you think would be for the best interest of our craft.

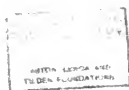


"GRANITE, MARBLE AND BRONZE," FEBRUARY, 1907.

CAP	1—10x1—0x1—0
DIR	1—9x0—11x4—6
BASE	5—0x2—2x1—2
SUB BASE	5—4x2—6x1—0

PRICE:

Barre Granite	KEY
Westerly Granite	P A E
Troy White Granite	P C V





"GRANITE, MARBLE AND BRONZE," FEBRUARY, 1907.

SIZE:
3-0 x 1-10 x 6-6

PRICE:
Model C E Y
Cutting and stock A N Y
Barre Granite A N Y
Westerly Granite R E Y





WALDOBORO, MAINE.—E. A. Glidden & Co., enclosing a renewal of their subscription to our publication, state that it is a dollar well invested; and it is unnecessary to say that we certainly agree with them.

BOURBON, IND.—O. P. Greer reports that business has been good during the past year. He erected 28 monuments in November, 1906, ranging in price from \$100 to \$275. He uses, principally, Barre and Quincy granite, and Georgia Regal blue marble.

BUTLER, PA.—P. H. Seehler reports that business during the year 1906 was the best in his 21 years' experience. That a monument which they recently erected over the grave of Joseph Hartman, Sr., is the best piece of work in the local cemetery. This was one of the large jobs completed by them in the past year. They have added a new polishing machine to their equipment. Most of the work sold has been in Barre granite; and they sell mostly the light and dark shades of Vermont marble; he considers the outlook very good.

CANAL FULTON, OHIO.—A. D. Daily reports that business has been very good during the past year, has greatly exceeded his expectations. Adds that he sold a monument, a small photograph of which he encloses, which shows quite an elaborate sarcophagus monument; also states that he has erected a three story brick building upon the first floor of which he has his shop and show-room. He uses, principally, Quincy and Barre granite, and Rutland marble. Outlook for business good.

SHEBOYGAN, WIS.—James Hughes bought out the marble works of F. William Reis, recently, and has moved his business to the Reis plant. The building which is now occupied by James Hughes has been sold. Mr. Reis who has been in the marble business many years will now retire.

KINCAID, ONT.—On Dec. 20, fire totally destroyed the plant of J. Durward.

IOWA FALLS, IA.—A contract has been closed wherein Charles E. Patterson will erect an \$8,000 mausoleum for W. F. Johnson, millionaire farmer of Tama county. It will be of the Grecian-Doric architecture with heavy Corinthian pillars at the entrance. The mausoleum will be built of granite and the interior finished in white marble. It will contain eight catacombs and will be one of the finest structures of its kind in central Iowa.

WABASH, IND.—The following item comes to us regarding A. A. McKane, formerly in the monumental business, at North Manchester, Ind. He has for some time been engaged in the manufacturing business at

Indianapolis, but was recently forced to make an assignment. According to the story, he acquired a number of valuable patents for attachments to threshing machines. Among them was one covering an air blast stacker. He organized an Indiana manufacturing company, with a capital of \$500,000 with right to manufacture these attachments. He was the principal stockholder, and his income at one time was estimated at \$200,000 a year. He is said to have lived high and to have invested large sums outside of the business, but owing to a combination of circumstances he was recently obliged to make an assignment. Said to have assets of \$500,000. Liabilities of \$225,000. So it would seem he is not so badly off after all. We give this item to show what one dealer in the monumental business has done.

DES MOINES, IOWA.—According to a local paper, plans to bring to Des Moines the western supply house of one of the largest granite houses in the country, were laid before the Greater Des Moines committee recently. A representative of the house explained the business. He stated that Vermont granite would be shipped here for dressing. The western trade would be supplied from this point.

LOGANSPORT, IND.—On Dec. 20, the plant of Lycurgus Emmett was damaged by fire. Loss estimated at \$100.

HURON, OHIO.—The Huron Marble and Granite Works, a new enterprise, has been established by Noli & Cole.

LEBANON, IND.—E. B. Dooley has sold his monument works to John W. Henderson, and the stock has been moved to the Henderson establishment. Mr. Dooley will go on the road for Mr. Henderson.

DOWAGIAC, MICH.—A deal was consummated Jan. 9, whereby the Dowagiac Marble and Granite Works passes from the co-partnership of Edwards & Rutherford, into the hands of Isaac Rutherford, junior member of the firm.

T. J. Edwards retires after forty years of continued activity in this line. He is succeeded by his former employee and partner, who has been connected with the business for the past nineteen years. He was for sixteen years a workman for Mr. Edwards.

Three years ago Mr. Edwards, desiring to give his attention to the Standard Cabinet Works, took Mr. Rutherford in as a partner. The success of the business for the past few years has been largely due to the efforts of the latter, who has been personally in charge.

PRATT, KAN.—P. M. Gates is trying to form a stock company for the purpose of starting a monumental business.

Will you kindly notify the wholesale dealers and manufacturers, through your paper, that W. H. Littell, or Littell & Hudson, are not in the marble and granite business, but are running a meat shop. 1

JOSEPH NEWALL & COMPANY
QUARRIERS & MANUFACTURERS
WESTERLY, RHODE ISLAND
BLUE, PINK AND RED WESTERLY GRANITE

Perfection in
monumental
work is
attained only
by carefully
selected
stock and
the best
grade of
workman-
ship



The only
company in
Westerly
doing an ex-
clusively
wholesale
business
We never
compete with
the retail
trade

NEWALL QUALITY
"THE STANDARD OF TWO CONTINENTS"
AND THE
HIGHEST ACHIEVEMENT IN MONUMENTAL ART

Are you thinking of buying a small Surfacing Machine this Spring?

If you are, you will consult your own interests by allowing us to forward you on fifteen days trial



The "Dallett" Junior Surfacer!

The Most Popular Machine in the Country to-day!

Write for our New Bulletin

Thos. H. Dallett Co.

23rd & York Streets,
PHILADELPHIA, PA.

understand that W. H. Littell ordered a Concord monument for a retired farmer, and he, in ordering it, used the name of Littell & Hudson. This was probably how the name came to be used.—W. F. Lloyd, Brazil, Md.

WOODSTOCK, ILL.—Beginning with Jan. 1, A. J. Zoia became the sole owner of the marble business that has been conducted in this city the past seventeen years by Stafford & Zoia, Mr. Stafford disposing of his interest to the surviving partner and voluntarily retiring from the firm.

Eighteen years ago Antonio J. Zoia came to Woodstock and entered the employ of A. N. Soper, then in the marble business here. After working for that gentleman about a year, Mr. Zoia formed a partnership with John J. Stafford and opened a new shop, where the firm of Stafford & Zoia has since done a thriving business.

AMERICUS, GA.—Reported that the Butler Marble & Granite Co. will enlarge plant.

WASHINGTON, D. C.—The Malnati Stone Co., 5th and V streets, N. E., has been incorporated, with capital of \$10,000, to conduct stonecutting and contracting business, by Charles J. Malnati, Lena Malnati and Virginia B. Malnati.

PULASKI, TENN., January 4.—J. H. Ragsdale, W. P. Hart, W. R. Hunter, E. P. Costen and R. J. Ragsdale have applied for a charter to do business under the firm style of the Pulaski Granite & Marble Company; capital stock, \$15,000.

CLYDE, OHIO.—The Hughes Granite Co. of Clyde. \$30,000 capital stock was incorporated to-day by James B. King, W. E. Hughes, Frank F. Letson, M. C. Sanford and N. H. Gibson. The Hughes Granite & Marble Co., which this corporation is to succeed files its consent to use of the name.

LAPEER, MICH.—Henry Roberts, proprietor of a marble and granite works in Lapeer, Mich., filed a

petition in bankruptcy in the local United States court, Sept. 7, showing liabilities of \$1,170.62, with \$509.75 assets.

INDIANA, PA.—S. W. Woodburn, enclosing one dollar for renewal of subscription to GRANITE, MARBLE AND BRONZE, states that business is good, and that he has some fine orders booked for spring.

McHENRY, ILL.—J. H. Miller encloses one dollar for subscription to GRANITE, MARBLE AND BRONZE, and states as follows: "I have just put in a pneumatic tool plant, purchased from Foster & Hosler, Chicago, Ill." Mr. Miller is also interested in the firm of Eggebrecht & Miller, Elgin, Ill. They report a good business and good prospects for 1907. They have just received a contract for a fine sarcophagus monument, contract price, \$900.

MANHATTAN, N. Y.—Lanport & Co., recently incorporated, dealer in stone, granite, marble, etc.; capital, \$5,000. Incorporators, L. Lanport, R. Lanport, J. M. Horn, New York City.

CONCORDIA, KAN.—A deal was consummated recently whereby E. O. Baldwin becomes sole owner of the Concordia Marble Works and his brothers owners of the marble works at Belleville. They have been in partnership in the two houses heretofore.

LAKE CITY, IOWA.—G. M. Good has moved his marble works to the former R. E. Hartman shop and combined the two businesses.

WOONSOCKET, R. I.—Thomas P. Murray, proprietor of the Woonsocket Granite Works, has installed a set of pneumatic tools, together with a 10-horse power engine and a surface cutting machine.

BONEDER, COL.—Pierce & Domke have secured the contract for the Soldiers' Monument to be erected in Longmont. It will be of Barre, Vt., granite, with the base of Colorado granite.

HAVE YOU HEARD about our Gardner Patent Marble Polishing Wheel? If not, write us at once for particulars. It is a wonder. Harrison Supply Company, 5 and 7, Dorchester Ave. Extension, Boston, Mass.

DO YOU USE Pneumatic Hose? Our five-ply 3-8 inch Pneumatic Tool Hose is the finest manufactured. You can prove this for yourselves. Harrison Supply Company, 5 and 7 Dorchester Ave. Extension, Boston, Mass.

Proposed Monuments



Monumental News

BALTIMORE, Md.—For the purpose of erecting a monument here to Francis Scott Key, the composer of "The Star Spangled Banner," the sum of \$25,000 has been offered by Charles L. Marburg, provided the city will furnish a suitable site. Mr. Marburg is a native of Baltimore and formerly was in business here.

NEW YORK CITY.—Pledges for twice \$50,000, the amount estimated to be necessary for the scheme, have already been made for a monument to the late Joseph Jefferson, to be erected in Central Park. Permission has been granted for placing the monument by the Park Commissioner. The raising of the money and other details of the scheme, including plans for the dedication of the monument, are in the hands of James W. Morrissey, the theatrical manager.

SCRANTON, PA.—A meeting of Grand Army men was held recently, when the proposal to build a monument in the four local cemeteries was discussed. The total cost of the monuments will be about \$10,000, and designs are now under consideration.

WASHINGTON, D. C.—A bill appropriating \$100,000 for the erection in Washington of a monument to the memory of Maj. Gen. Philip Kearney has been introduced in the House by Representative Loudenslager.

CAMBRIDGE, MASS.—\$50,000 is being raised for the purpose of erecting a memorial to Professor Shaler, treasurer of the Cambridge University.

The committee is composed of Professor W. M. Davis, Robert Winsor and Edward W. Atkinson.

MADISON, Wis.—As a result of the recent visit by Wisconsin editors and tourists to the Vicksburg Military park the Legislature will be asked to make an appropriation of \$100,000 this winter for a state monument to supplement the twenty regimental monuments that will soon be set up to mark the position of Wisconsin troops there and for which an appropriation of \$30,000 was made by the last Legislature.

The twenty monuments already provided for are being made at Montello under the direction of F. M. Schlimgen of Madison. Twenty-eight states were interested and twelve of those have already made appropriations, some having completed their work.

MONROE, MICH.—The Merchants and Manufacturers' Club held a special meeting Dec. 30, to take up the matter of erecting a monument in honor of the Custers who lost their lives in the massacre of Little Big Horn River in the wilds of Montana during the expedition against the Sioux Indians in June, 1876. The State of Michigan will help in the matter, and it is thought the Federal Government will also aid. The monument will stand in Memorial Park, on the same street and within sight of Custer's old home.

SALEM, MASS.—At a meeting of the Salem board of aldermen, recently, a report was accepted and an order adopted declining the offer of Frederick Ayer of New York to erect a \$40,000 monument at his own expense in that city to typify the spirit of the 17th century in Massachusetts bay colony, in persecuting Quakers. The offer was made in April, 1903, yet it was not until last night that the municipal government recognized in any way the letter of Mr. Ayer.

During the past three years the Ayer monument has been the subject of much discussion, many contending that it was the intention of the proposed donor to have exemplified in bronze and marble figures that would show to coming generations the feelings of the Puritans toward the Quakers and other sects.

One figure in the proposed monument as shown in the model was that of a tiger, which greatly incensed many of the citizens.

At the next meeting of the aldermen the committee to whom was referred the matter will submit reasons why the monument is not desired. These reasons subsequently will be submitted to Mr. Ayer.

VICKSBURG, MISS.—The design of Sculptor Charles J. Mulligan of Chicago, for a monument in the Vicksburg National Military Park to Mississippi soldiers who fell during the war, was accepted Dec. 29 by the state commission out of thirty competitors. Mr. Mulligan's model is a statue of Jefferson Davis, president of the Confederacy, sitting in a chair. It appeals strongly to the sentiments expressed by Governor Vardaman at a meeting of the commission.

NEW YORK CITY.—The proposed monument to Joseph Jefferson seems to be assured now. Permission for placing the monument in Central Park, New York, has been obtained and pledges for about \$100,000 have been given.

WASHINGTON, D. C.—A bill to erect a monument for Lieutenant Commander George Washington DeLong and his associates, who lost their lives in the ill-fated Jeanette Arctic expedition, was introduced Jan. 8 by Representative Sherman of New York. The bill carries an appropriation of \$10,000, and provides that the monument shall be located in Woodlawn Cemetery, New York City.

BY USING OUR Gardner Hand Polishing Blocks you do away with Grits, Hones and Pumice. Write for particulars to Harrison Supply Company, 5 and 7 Dorchester Ave. Extension, Boston, Mass.

OUR SALES FOR the Perfection and Marble City Polishing Machines are increasing rapidly. Send for catalogues to the Harrison Supply Company, 5 and 7 Dorchester Ave. Extension, Boston, Mass.

Barre Pneumatic Tools
THE LARGEST MANUFACTURERS

SURFACER TOOTH CHISELS



Made of 1 1-2 inch sq.
stock for large and 1 3-8
inch for small machines.
Nothing but the very
best of material used.

PRICES

FOR LARGE SURFACERS

\$1.25

EACH

FOR SMALL SURFACERS

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EACH

Everything in the
line of small
tools for working
Granite

PROMPT SHIPMENTS FROM STOCK

Trow & Holden

BARRE, VERMONT

PRINCETON, N. J.—The Princeton Monument Association, which has in charge the proposed erection of a Princeton battle monument, met Dec. 19 to further the plans for the raising of \$15,000 toward the memorial.

Through the efforts of Congressman Wood, Congress has appropriated \$30,000 for a shaft and this becomes available, as well as \$15,000 from the state, as soon as \$15,000 is raised by the association.

This will be raised by popular subscription.

Barre News.

(Continued from page 16.)

well heated in the coldest weather. It is the intention of Novelli & Calcagni to have their new plant fitted up with the most up-to-date appliances for the working of granite. The work of erection will be commenced in a short time.

Three of Barre's banks declared their semi-annual dividends the first day of January. The prosperity of the granite business during 1906 is reflected in the successful business done during the year by these institutions. The National Bank of Barre declared a semi-annual dividend of 4 per cent. The Granite Savings Bank also declared a semi-annual dividend of 4 per cent, which is an increase of one-half of 1 per cent over the last three or four dividends. The most recent addition to the banks of the city, the People's National Bank, declared a semi-annual dividend of 2 per cent.

James Duncan, general secretary of the Granite Cutters International Association, is credited by a writer in the *Chicago Record-Herald*, dealing with an article on the value of unionism, with having furnished the following figures relating to the increase in granite-cutters wages during the past fifteen years. He says:

In the Granite Cutters International Association there have been enrolled in the last fifteen years 10,000 members. In that period of time there has been a net wage increase amounting to an average of 75 cents a day: assuming 300 working days in the year, we find that this daily increase amounted in the case of the individual to the sum of \$225 a year. In fifteen years it has amounted to \$3,375. Multiplying this by 10,000, the number of members whose average increase of wages has been the original 75 cents a day, we have the stupendous figure of \$33,750,000.

Littlejohn, Odgers & Milne are now fully settled, and business is running smoothly. The plant of this firm is among the best in Barre, consisting as it does of the fine modern straight shed, once known as the Littlejohn & Milne, and the extensive granite-turning machinery which formed the plant of I. W. Bates & Co. The two firms were consolidated under the name of Littlejohn, Odgers & Milne. They have orders on hand at present for several vaults and large spire monuments, as well as the usual amount of small work. Owing to their possessing turning lathes, they can furnish vaults complete in their own plant. They have

finished a number of notable contracts during the past season and think the coming months will be among the busiest Barre has ever experienced.

In January issue, on page 45, we published a full-page advertisement of Littlejohn & Milne. We wish to make an explanation regarding this firm. Littlejohn & Milne are quarry owners and not manufacturers. The cutting plant formerly operated by them is now owned and operated by Littlejohn, Odgers & Milne and has no connection with Littlejohn & Milne, who are quarry owners and supply rough stock only.

NORTHFIELD, Vt.—At the annual meeting of the E. B. Ellis Granite Company, held at the company's office, the old board of officers were re-elected. They include A. E. Denny, president; E. B. Ellis, first vice-president; Goldwin Starrett, second vice-president; Irving C. Ellis, treasurer; Edward Connell, secretary.

The National Bank of Barre, early in January, declared the usual semi-annual dividend of 4 per cent. The Granite Savings Bank and Trust Co. declared a semi-annual dividend of 4 per cent., this being an increase of one half of one per cent., the previous dividend to this having been three and a half per cent. The People's National Bank, formed a short time since, declared a semi-annual dividend of 2 per cent. The only Barre bank not noted in this list is the Barre Savings Bank and Trust Co., which declares an annual dividend in April. From the above we would have every reason to believe that the granite business is prosperous, as with this business eliminated, the show for dividends would be a poor one indeed.

The Drew, Daniels Granite Co. was recently organized at Portland, Me., for the purpose of stone quarrying and dressing, with \$30,000 capital stock. Officers: President, James E. Manter of Portland; treasurer, Clarence E. Easton of Portland. Certificate filed Jan. 10, 1907. This record comes to us from Portland, Me., and we assume that it refers to the business conducted by Drew Daniels at Waterbury, Vt.

Wells, Lamson & Co. have sold their quarry to a corporation, with a capital stock of \$120,000. This corporation includes among its members, Marshall M. Jones, of the firm of Jones Bros. Co.; Hugh J. M. Jones, of the same firm; John E. Smith, of E. L. Smith & Co.; Donald Smith, of this company; John G. McLeod, of South Barre. Thus passes into the hands of others one of the oldest and best known quarries. We personally came into contact with Wells, Lamson & Co. some sixteen years ago, when they occupied a small cutting plant near the Barre Railroad Station at Barre. George Lamson was at that time sole member of the firm, James K. Pirie being admitted later. Some time after, they purchased a water power and land at a point on the road between Barre and Mont-

pelier, where one of the first modern cutting sheds was built, and one of the first overhead traveling cranes to be used in the granite business was erected. Up to the death of Mr. Lamson, this concern conducted a profitable business, both in quarrying and cutting, their specialty being large monumental work. At his death, James K. Pirie, who was a member of the old firm of Wells, Lamson & Co., having charge of the quarrying end of the business, purchased the dark quarry, and the light quarry was retained by the estate, who operated both it and the cutting shed. We consider the new corporation one of the strongest combinations that has been recently formed in the granite business, the firm of Jones Bros. Co. and E. L. Smith & Co. being among the largest and most successful firms. John G. McLeod, who was formerly foreman of the quarry of James M. Boutwell, and later was a member of the firm of Innes & Cruickshank Quarry Co., (which company sold out their quarries some little time since), is a well known quarryman, and no doubt will have charge of the cutting end of the business. We understand that the cutting plant formerly occupied by Wells, Lamson & Co. is for sale.



The granite business in Quincy at the present time is a little quiet. All of the yards are running with a reduced force of cutters and will probably continue to do so until early spring. It might be said, however, that all of the firms have a fairly good supply of orders on hand but as there is no particular rush to get them cut they are content to take things easy during the cold weather. It means considerable to many of the firms to have all of their capital tied up in monuments for which they cannot collect until the job has been set up and accepted and they cannot be blamed if they do take it easy. It hits the workman hard, however, and to-day men are offering to work at any old price which, in many instances, is below that established by the agreement between the two associations. The majority of the men, however, are getting the regular prices.

Of the new orders on hand, by far the larger part are for medium sized jobs, although there are some good sized jobs that have been booked and upon which work is now being done. The outlook for the coming season is good and unless all signs fail the coming year will see an even better business than last year which was generally admitted to have been the best year for a long time. At the present time there is no indication of any labor trouble in any of the branches.

The annual meeting of the Merry Mount Granite Co. was held this month and these officers elected:—President, James H. Sullivan; Clerk, Michael B. Geary; Treasurer, John C. Kapples; Agent, Patrick

OUR GOODS ARE NOT the cheapest, but are positively the best that money and experience can secure. Harrison Supply Company, 5 and 7 Dorchester Ave. Extension, Boston, Mass.

Specify KLONDIKE STOCK at all times

Blue White Westerly Granite
FROM THE FAMOUS KLONDIKE QUARRY

OWNED AND OPERATED BY THE
GOURLAY GRANITE WORKS



LISTER MONUMENT, SLEEPY HOLLOW CEMETERY, TARRYTOWN, N. Y.
 OUT OF OUR KLONDIKE BLUE WHITE WESTERLY GRANITE, CUT BY THE NEW ENGLAND GRANITE
 WORK, WESTERLY, R. I. SIZE OF BASE 14' 0" x 10' 4". TOTAL HEIGHT 18' 7".

The most suitable stock for all kinds of monumental work quarried in Westerly or New England, and the only firm in Westerly that makes a specialty of rough stock for the trade. Wholesale prices to one and all, equal treatment to each customer.

In addition to our KLONDIKE stock, we furnish the old
 WESTERLY BLUE STOCK WESTERLY PINK STOCK WESTERLY RED STOCK
 AT WHOLESALE PRICES TO DEALERS

FOR PRICES APPLY
 TO

GOURLAY GRANITE WORKS

WESTERLY,
 RHODE ISLAND

W. Driscoll; Directors, the above, with Lemuel J. Meyers, Enos S. Costa, James McTiernan. The company report having a good line of business on hand, among which is a large building job for Indianapolis, Ind.

A. Mundie reports that business remains about the same with him. He has a fair amount of business on hand and is running with about his usual force of cutters. The larger part of his work is of the medium size memorials.

Alexander Falconer reports that inquiries for monumental work for spring delivery have begun to come in and he believes that the coming year will see an even better business than last year. He has nothing special among his new orders to mention.

McGilvray & Jones had nothing new to report this month. They are still at work on a large tomb job which will take them until near spring to finish.

The returns from the two shipping terminals for the month of December show that the estimated amount of granite to be shipped that month was a little large. The actual shipments from the two terminals for that month were 12,622,554 pounds or 5,574,030 pounds less than estimated. These figures make the grand total for the year 1906 to have been 163,687,990 pounds instead of 169,442,029 pounds. Of the December shipments West Quincy forwarded 9,134,640 pounds and Quincy Adams 3,487,914 pounds.

One of the largest derricks ever erected in this city has been erected this month at the quarry of the syndicate known as the Hitchcock quarry. The main stick was 105 feet long and 30 inches in diameter. The capacity of the derrick is 75 tons.

Joseph Walker of the Aberdeen Granite Company reports that business at his plant remains about the same. That is a little quiet. This state of affairs is no more than was expected at this season of the year. He says that spring orders have begun to come in and that he has quite a bunch that will be delivered in the early spring. They are largely of the medium size kind, although there are one or two that are to be all polished.

C. A. Swingle & Co. report that business is holding good with them and that they have a large amount of work on hand at the present time and that new orders are arriving in every mail. From reports of their agents the coming year's business will be greater than that of last year. They have several good sized all polished jobs among their new work. At the present time, however, they do not care to make special mention of any of their jobs.

W. T. Spargo retired from the City Council this year after a long and enviable record as a councilman and will now devote his entire time to business. Although he enjoys the life of a public official it takes much valuable time and he says in the future that he will bend all his energies in furthering his business. Business at the present time remains about the same with him as with other firms. They have considerable work on hand but are not driving and do not expect to be until spring opens.

Work was practically suspended in most of the yards during the middle of the month owing to the extreme cold weather. Some of the more modern built sheds, however, did not experience that difficulty, as they can be heated.

Fuller, Foley & Co. report that business remains about the same with them. They have a considerable number of orders on hand. These include, among others, a sarcophagus job of extra dark Quincy stock. The base is to be 5-4 x 3-4 and the die and cap are to be all polished. They have also shipped this month an all polished job, also of dark Quincy stock. The bottom base was 5 x 3 and the job was surmounted by a large cross.

The Granite Railway Co. report that business is good with them. They have several large orders on hand, including a large building job for western parties. They have recently added a 60 horse power engine to their plant to operate the derricks at one of their quarries. L. S. Andersson, the manager of the company, says that he looks for a good run of work the coming year, as everything points that way.

M. Monahan has a good run of work on hand, some of which is of good size, and is still running with his regular force of help. Among his new work is a sarcophagus job of Westerly granite.

T. F. Mannex says that the year that has just closed has been one of the best that he has ever had. There has been no time when he did not have a good run of work on hand and at the present time he has a good grist of orders for early spring delivery. There are several good sized jobs among his new work and quite a few that are of the medium size.

The Merry Mount Granite Co. are fully as busy now as they have been at any time for some months. They have a good run of work at their cutting department, while at their quarry there seems to be an ever increasing demand for their superior stock. While they have plenty of orders for monuments on hand they have nothing out of the ordinary run that deserves special mention.

An attempt was made, late in the year, to burn the sheds of Milne & Hector. The fire which had burned one side of their sheds considerably was discovered in time and the attempt was frustrated. They have considerable work of the ordinary kind on hand.

IF YOU POLISH Marble, Granite or Stone you will require our CHILLED STEEL SHOT. A complete stock is carried by the Harrison Supply Company, 5 and 7 Dorchester Ave. Extension, Boston, Mass.

Deacon Bros. have been employing from 15 to 20 cutters during the past year, and 12 in the polishing mill. They report business as very good.

Alexander Falconer, of Falconer & Co., has purchased the McKenzie & Patterson quarry, and proposes to re-equip and operate it. This is one of the many deals which have taken place in Quincy quarry property during the past year, in which much of the quarry property which was tied up by the Quincy Quarries Company has been sold to individuals, and will be developed, much to the benefit of the Quincy granite business.

A. M. Deane & Co. have been employing on an average of one hundred men during the past year, in their granite, and also teaming business, the teaming having to do with the transportation of granite; this number also includes those employed in the polishing shed. They have just issued a small pocket design book, containing sixty designs, with sizes and prices, especially designed for carrying in the coat pocket. The advertisement of this will be found on another page. The price of the design book is \$2.00. This amount will be deducted from the bill which is rendered in connection with the first order for monumental work placed with this concern.

The Quincy Quarry Company have sold to R. Cantley, the cutting plant, machinery, etc., formerly owned and operated by the Lyons Granite Co. Also, the same party has purchased what is known as the Gold Leaf Quarry. The cutting plant is of modern construction, the walls being made of granite blocks, equipped with an overhead traveling derrick, turning and polishing lathe, polishing wheels,—all operated by steam power.



Scientific Price Making.

Discussions in recent conventions as showing the necessity of the adoption of a percentage table to provide for a "proper percentage on the first cost of work" has not been without results. (This being taken to mean the completion of the job before lettering.)

The words "proper percentage" as here used can be taken in a very broad sense, as "proper percentage" of profit to the concern operating at a very small ex-

pense would necessarily be small and still satisfactory, while the concern operating at a large expense must of necessity be in excess of that obtained by the small concern, notwithstanding the fact that the large concern is thoroughly equipped with the latest and most improved machinery, etc. But this does not imply either that they shall sell for the same price, while the percentage of profit may be the same. For instance, Jones manufactures a piece of work with cost of same, for example, at \$150, while Thomas makes the same in every detail for \$130, caused by difference in excellence of equipment, and still we can say that each have made a profit of 40 per cent., under their system of arriving at a retail price.

We will assume for a matter of discussion what is meant by a profit of 40 per cent. Shall we consider it as 40 per cent. net? If so, then the profit must be figured from the retail price. But, we believe that the way most employed at making a profit is to take the gross cost and add profit desired. Now, Thomas has completed his job for \$130, at an added expense, we will say of \$50, making a gross cost of \$180, profit of 40 per cent. desired, amounting to \$72, which added makes a retail price of \$252. Note that the 40 per cent. is figured on gross cost, while net profit on retail price is but 35 per cent. With Jones, contingencies being equal, we find that the job completed has added to the first cost a gross expense item of \$52.50, making gross cost \$202.50, plus 40 per cent. profit, amounting to \$81, making a retail price of \$283.50, for the same job. Net profit on retail price being 35 per cent.

This shows plainly what competition means to the trade, and the impossibility of removing same; but, what can be done, is what has been asked for at the several conventions of retail dealers; namely, a table that will provide "a proper percentage on first cost of work" and that from the viewpoint of the individual retailer.

Note how positively it is stated, "a table that will provide a proper percentage on the first cost of work" to the individual retailer.

What is desired is first to provide a retail price and at the same time provide a satisfactory averaged profit on aggregate sales. (Let it be understood here that gross cost does not include cost of management, but only the actual cost of completing the job.)

You may rightly ask, can such a table be STANDARDIZED? We say that it can, and is so arranged that the dealer, whether in San Francisco, New Orleans, Winnipeg, Chicago, New York City, Montreal or Nova Scotia, can fix his retail price so as to provide a profit satisfactory to himself, and allowing for all contingencies.

To be placed on sale by February 1st.

Fred C. Phenix, Dorn Building, Troy, N. Y.

WHETHER YOU ARE a large or small concern you require one of our complete catalogues hanging in your office at all times. Send a postal, and a complete catalogue will be mailed you at once by the Harrison Supply Company, 5 and 7 Dorchester Ave. Extension, Boston, Mass.





RION, S. C.—The Winuskoro Granite Co. report that business during the past year has been very good. They have made many improvements on their quarry, and have many thousand feet of granite ready to quarry to dimension. They have facilities for handling from 1,500 to 2,000 feet per day. They also add that their "Rion in the South" scheme is materializing. They already have four firms established, with more in prospect.

MARION, WIS.—The Granite City Quarries Co. have commenced active operations. H. J. Baldwin of Cleveland, Ohio, is president of the company and has charge of the development. There is a water power near the granite deposit which will be developed, will produce about 175 horse power and will be used to operate the machinery.

MILFORD, MASS.—Receiver Ralph A. Stewart, Dec. 14, stated that the creditors of the Milford Quarries Company, whose contract with the Pennsylvania Railroad was carried out by the Milford Stone Company for the benefit of the Franklin Trust Company of New York and other creditors, would be paid in full when the holding trust was dissolved by the court.

He said that when he took charge of the business there were about \$80,000 in debts and that as he had been very successful in collecting bills due, he had now \$52,000 on hand and, in any case, the creditors will not be losers to any extent. He intimated that a sale of the quarries concerned might be made, if the parties concerned in the ownership and the various other interests could not agree, although he expected they would adjust matters satisfactorily when the Milford Stone Company had completed the trust for which it was formed and the completion of the contracts on hand when the receiver was appointed.

A reorganization may be effected that will preserve the identity of the property, without a sale by order of court.

BALTIMORE, MD.—Robert Lee Ulman and two engineering and stone experts have secured control of about 45 acres of land at Guilford, Howard county, and steps have been taken for the opening of a quarry for the purpose of supplying crushed granite. The property has been leased for a term of years with the privilege of buying it at the expiration of the lease. It is said that a company is to be formed with a capital of about \$75,000 to operate the quarry.

WASHINGTON, D. C.—Bids have been asked for three million tons of granite to be used in the construction of the Panama Canal.

ST. CLOUD, MINN.—Walter Arnold, who has been prominently connected with the granite industry for many years, has sold his interest in the Western Granite Company, of which he is president, to Clyde C. Gragoo, secretary of that company.

LITHONIA, GA.—Large contracts have been received by the Georgia Granite Company, from St. Louis, Mo., and one from Cincinnati, O., these two contracts amount to about 25,000 car loads of granite, curbing and blocks.

The company has also purchased the Baker shoals on Yellow River, which they will equip with a large electric plant to run all machinery at their quarry and also a railroad from the Rock Chapel mountain to Lithonia, a distance of three miles. They will also have power for sale.

ROCKLIN, CAL.—Pernu & Wickman, of this place, have secured the granite contract at the Mare Island Navy Yard, amounting, it is said, to about \$35,000. It is understood here that the granite is to be used in the construction of the new dry dock.

Perry-Tyrie-Alger Co., New York, recently incorporated; to quarry marble, granite, etc.; capital, \$10,000. Incorporators: Ernest E. Perry and William E. Tyrie, No. 1 Madison Avenue; S. C. Alger, No. 311 West 94th Street, all of New York.

FARMINGTON, N. H.—A company has recently been organized with headquarters at Washington, D. C., and Boston, under the name of the Eagle Quarrying Company, for the purpose of operating the large granite quarry, formerly known as the Berry quarry, which has been idle for several years. The work of development is to begin early in the spring and it is expected a large force of men will be employed.

MILFORD, MASS.—Work at the Cutting and East plants of the Milford Stone Company ended Jan. 1. This means that the work on the big Pennsylvania Railroad depot \$2,000,000 job, which has kept the Milford Stone Company busy for over a year, has ended, with the exception of a few unfinished stones.

Receiver Ralph A. Stewart of Boston, will again take charge of the Cutting, Bay State, East and Norcross plants, the property of the Milford Pink Granite Company, leased by the Milford Stone Company, in order to finish the depot job.

The finished stones have been shifted from the property of the Milford Pink Granite Company to land leased by the Pennsylvania company for storage, until the stones are wanted in New York City.

RICHMOND, VA.—Recently incorporated: Sunnyside Granite Co., with H. H. George, Jr., president and Robert M. Beattie, secretary-treasurer. Authorized capital stock, \$25,000.

RAVIA, I. T.—A company with a capital stock of \$50,000 will be incorporated to develop granite quarries, furnishing granite for railroad ballasting, concrete work for streets and paving and buildings ma-

Wetmore & Morse Granite Company

Office: - Montpelier, Vermont

Quarry: Barre, Vermont

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FINEST LIGHT AND MEDIUM BARRE GRANITE

ANY DIMENSION FURNISHED TO THE LIMIT OF TRANSPORTATION



We now have over 175,000 cubic feet of stone free in the quarry ready to be cut up to fill orders. With one blast we freed a sheet 21 feet thick containing 100,000 feet and weighing 9000 tons. The large block was split from this sheet by means of plug and foot holes and wedges and measured 35 feet x 11 feet x 21 feet, contained 8000 cubic feet, and weighed 720 tons.

The quarry has been cleaned up thoroughly for winter and we are now able to quarry stone throughout its entire length.

terials. L. J. Polk is president; Charles H. Moore, vice-president; N. H. Ricker, secretary-treasurer and general manager.

BOSTON, MASS.—Recently incorporated: Blake Granite Co. Capital, \$100,000. Incorporators, George H. Blake, John F. Priest, Bradford L. Ames.



Books, Pamphlets, Etc., Received.

From the Consolidated Lighting Company, Montpelier, Vt., a very artistic booklet, calling attention to their electric power, and bearing upon its face a half-tone cut of water running over the dam at Bolton Falls.

From the Italian Sculptured Marble Co., Carrara, Italy, a catalogue, illustrating the statuary carried by this firm. It contains 148 pages, and the half-tone illustrations contained therein show all grades of monumental statuary. The pamphlet averages about three illustrations to the page, so that it contains over 400 illustrations, which, from the printer's standpoint, are done in excellent shape. Separate from the book is a price list of White Italian Marble Statuary, which, aside from the prices, gives the sizes of the bases and the weights of the statues. The statues are given in seven different sizes, from 2 ft. to 6 ft. Taking it all in all, it is the best catalogue of this class of work that has ever come to us.

From Charles H. Gall, 79 Dearborn Street, Chicago, a booklet containing illustrations of monuments, plants and quarries. Mr. Gall states that the purpose of it is to call attention to the facilities of the firms which he represents as sales agent. It is very nicely gotten up, and in line with all the printed matter issued by Mr. Gall, which all comes under the head of "excellent."

From the Sullivan Machinery Company, Chicago, Catalogue No. 55, entitled, "Sullivan Diamond Core Drills." It seems to us that every new edition of catalogues issued by this concern has reached the height of the printer's and the illustrator's art, for catalogue work, but we can say, without fear of contradiction, that Catalogue No. 35 is far in advance of any catalogue previously issued by this concern,—from the standpoint of illustrations, printer's work, and utility. It goes into the matter of Diamond Core Drills very thoroughly, and is worthy of a place in any library devoted to engineering matters.

We have received from Phoenix & Jones, monumental dealers, at Troy, N. Y., proof of the advance pages of the book which has just been issued by them, called "Scientific Price Making," advertisement of which will be found on another page. This book is issued for the purpose of helping the retail dealer who does not understand how to figure to secure a proper percentage of profit on his work. In a letter from this firm, under the heading of scientific price making, will be found the full explanation of what is meant by the term.

Our Callers.

We recently had a call from Patrick Kennedy, in the retail monumental business at Gloucester, Mass. Mr. Kennedy is one of the old-timers in the business, having been engaged in it as marble cutter and retail dealer since he was eighteen years of age, and he is at this time seventy-five years old, and apparently well and hearty. He started in the retail business in Gloucester in 1863, and has many interesting experiences to relate regarding the monumental business. He states that the first granite he used for monumental work he purchased some thirty-seven years ago. His reason for doing so was because of several trips which he made to New York to purchase Italian marble, which he used largely in those days, and he noted the fact that the principal retail dealers in the cemeteries surrounding New York City were using granite largely. From this statement we are led to believe that Mr. Kennedy was the first one to handle granite, in connection with monumental work, in New England.

He states that the quarries at Rockport were at that time in operation, but that there was no one connected with the company who understood monumental work, the making of designs or the laying out of a monument.

Mr. Kennedy says that his experience in handling monumental work in marble gave him all the necessary knowledge wherewith to handle the granite for the same purpose.

Among our callers in January was Ross C. Adams of Lexington, Ky. Mr. Adams was on a business trip to the Eastern granite centres for the purpose of placing and looking after orders already placed. Says that business has been good with him and the outlook is excellent.



Large Marble Works Planned.

Plans are on foot that will result in the establishment of marble works either in Oakland or San Francisco, Cal., to cost \$500,000. Allen Weir, former Secretary of the State of Washington, has notified the local Chamber of Commerce that a certified check for \$10,000 has been deposited with him preliminary to the purchase of a share in his holdings in Marble Island, Alaska. This island is said to show more marble than all of the discovered marble in the rest of America, and it is said it can be laid down in California and sold for the cost of the freight of the Vermont marble, if necessary.

Those interested in the formation of the proposed company to start marble works here are investigating the deposits now, and if everything proves satisfactory the details will be carried out in the very near future.

It is said there are orders waiting fulfillment in San Francisco for marble amounting to \$1,500,000 and for half a million more in Oakland. The reconstructive work in San Francisco is expected to make this project one of the biggest yet undertaken here.

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<p>For EXTRA DARK QUINCY GRANITE SEE ADVERTISEMENT OF GRANITE RAILWAY CO., PAGE 7</p>		
<p>CLARK & PEARCE Gilbert Street . . Quincy, Mass.</p> <p><u>QUINCY GRANITE MONUMENTS</u></p>	<p>QUINCY GRANITE MONUMENTS</p> <p>Columbia Granite Works QUINCY, MASS.</p>	<p>McDONNELL BROS. 251 Water St. ... Quincy</p> <p><u>QUINCY GRANITE MONUMENTS</u></p>
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<p>SPACE FOR SALE</p>	<p>Send Two Dollars For Our 1907 Pocket Design Book Price Credited on First Order of Fifty Dollars</p>	<p>SPACE FOR SALE</p>
<p>SPACE FOR SALE</p>	<p>Forbes Craig Co. Quincy, Mass.</p> <p><u>QUINCY GRANITE MONUMENTS</u> DIES AND BASES SQUARED AND POLISHED PNEUMATIC TOOLS AND SURFACING MACHINES</p>	<p><u>MY SPECIALTY</u> Polished Work in EXTRA DARK QUINCY GRANITE M. C. Monahan - West Quincy</p>

T. F. MANNEX,

WEST QUINCY, MASS.

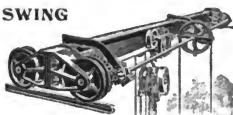
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TRAVELING**CRANES****SWING****"SIMPLEX" CHAIN HOISTS
OVERHEAD TRAMWAY-TROLLEYS**

INTERESTING CATALOGUE ON APPLICATION

J. G. SPEIDEL - Reading, Pa.**Wants a Job as a Letterer Badly.**

We are recently in receipt of a letter from Rufus G. Edwards, No. 2224 Montgomery Street, St. Louis, Mo., which reads in part as follows: "I am a refugee of San Francisco; came here from there in September last, with my wife and two children. I have been unable to secure work here, and am obliged to apply to you to help me out. I wish that you would put my advertisement in your publication, stating that I desire a position as a marble and granite letterer and am first class on both; also am a carver. I have tools with me at my home. It will be necessary, in order for me to reach a point at a distance, to have transportation for my wife and myself; and I will promise to return the amount advanced when I get work. If I can secure the position I want, I would like to stay there permanently."

Higher Wages Asked for.

The committee of the granite union, at Milford, Mass., offers the local manufacturers the following scale for adoption for three years from April 1, 1907: The first section fixes the day's work at 8 hours the first five days of the week and five hours on Saturdays from April 1 to Nov. 1 and four and one-half hours from Nov. 1 to April 1. Section 2 fixes the minimum wages for cutters at 43 cents per hour and 55 cents for machine cutters minimum. Time outside regular hours shall be overtime at the rate of one and one-half regular pay. On Sundays and holidays double time shall be paid. The agreement between the granite cutters and manufacturers will shortly expire at Fall River and increased wages will be asked for.

Marble.

ST. LOUIS, MO.—A meeting of the board of directors of the Bradbury Marble Co. was held recently and the following officers were elected: L. E. Tate, President; William Anderson, Vice-President and General Manager; M. Garstang, Secretary; J. Sibley White, treasurer.

Bronze.

Mr. Grove Hinman, who was formerly employed by the Gorham Mfg. Company, having had charge of their Bronze Department, has started in the same line for himself, in the Flatiron Building, New York City. He will handle the same line as the Gorham Company handles, memorial tablets in bronze, and everything in the way of bronze and brass in church fittings, also mausoleum doors and architectural bronze work. We certainly can recommend him as a man thoroughly acquainted with his business, and one to whom orders can be entrusted with the assurance that they will have prompt attention.

A \$200 Mistake.

Hereafter the "opened by mistake" excuse will be a mistake that will cost \$200. The post-office department has ruled that mail must be looked over before leaving the office, and that any letter put in your box by mistake must be returned before leaving the post-office under penalty of \$200 if you carry away some other person's mail than your own and open it. It is probable that where it can be shown a mistake is generally due to outside mail becoming mixed with a firm's letters, such a ruling will be suspended. Where hundreds of letters are constantly coming into an office there can be no safeguard against an occasional "floater" intended for someone else.





BAILEY'S

STEEL OR IRON

Portable Hoist

Recommended by the
trade as having no
equal for setting
monuments

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**ANY SIZE ANY SHAPE
ANY FINISH**



**THE OLDHAM SMALL SURFACING
MACHINE**

If you are in the market for a Large or Small Surfer, Plug Drills or Hand Carving Tools, write us. We have a proposition that will interest you. Tools shipped on approval.

George Oldham & Son, Mfg.

FRANKFORD, PHILA., PA.

OUR NEW CATALOGUE

... COVERING ...

Complete... Pneumatic Equipment

for stone workers is now ready for distribution. It will pay you to send for a copy.

THE BLAISDELL MACHINERY CO.

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Jenny Lind was no greater
favorite as a Singer
Than our "Jenny Lind" is
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Hundreds of our "Jenny Lind" Polishing
Machines are in use, giving entire satisfaction.
One of the many points of superiority is the
facility with which any of the parts may be
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CONCORD AXLE CO.,
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Sole Owner of the

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I also carry in stock a large supply of

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which enables me to ship combination car-
loads at short notice.

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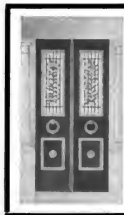
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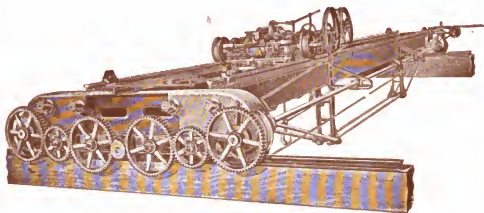


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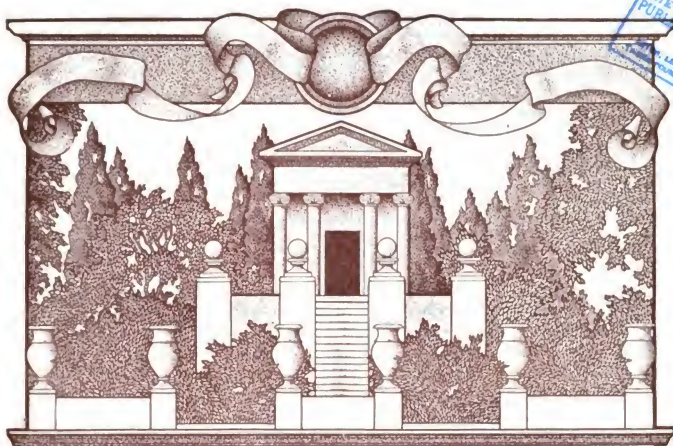
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Swingle, J. S., Quincy, Mass.	42
Troy White Granite Co., Worcester, Mass.	2
Vinetti & Bruns, Barre, Vt.	50
Wells, Lamson & Co., Barre, Vt.	5
Woodbury Granite Co., Hardwick, Vt.	8

Overhead Tramway.

Dunn, James P., Cleveland, Ohio	49
Speidel, J. G., Reading, Pa.	51

Paste.

Cross Bros., Northfield, Vt.	7
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Pneumatic Tools and Appliances.

Blaisdell Machinery Co., Bradford, Pa.	44
Dallett, Thomas H. Co., Phila., Pa.	44
Foster & Hosler, Chicago, Ill.	50
Oldham, George & Son, Phila., Pa.	44
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Pneumatic Hammers.

Dallett, Thomas H. Co., Phila., Pa.	44
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Concord Axel Co., Concord, N. H.	45
Lane, W. A., Barre, Vt.	40
Patch, F. R. Mfg. Co., Rutland, Vt.	8
Smith, Whitcomb & Cook, Barre, Vt., first inside cover	

Polishing and Turning.

Dewey Column Cutting Works	41
Littlejohn, Odgers & Milne, Barre, Vt.	47
John Column Turning Co., Quincy, Mass., first inside cover	

Polishers' Supplies.

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Pittsburg Crushed Steel Co., Pittsburg, Pa.	50

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Fox, Thomas, Concord, N. H.	45
Gourlay Granite Works, Westbury, R. I.	35
Granite Railway Co., West Quincy, Mass.	7
Jones Bros. Co., Boston, Mass., and Barre, Vt.	49
Maguire & O'Heron, E. Milton, Mass.	45
Mannex, T. F., West Quincy, Mass.	43
Merry Mount Granite Co., Quincy, Mass.	50
Newall, Joseph & Co., Westbury, R. I.	30
Patch & Co., Montpelier, Vt.	9
Hrie, James K., Granville, Vt., back inside cover	
Smith, E. L. & Co., Barre, Vt.	6
Stephen & Gerrard, Barre, Vt.	41
Swenson, John, Concord, N. H.	4
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Wetmore & Morse Granite Co., Montpelier, Vt.	39
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Quarry Machinery.

Sullivan Machinery Co., Claremont, N. H.	20
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Saw Gangs.

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Steel.

Hawkridge Bros., Boston, Mass.	10
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Stone Surfacing Machines.

Dallett, Thomas H. Co., Phila., Pa.	44
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Stone Working Machinery.

Dallett, Thomas H. Co., Phila., Pa.	44
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Wedge Lead.

Rochester Lead Works, Rochester, N. Y., first inside cover	
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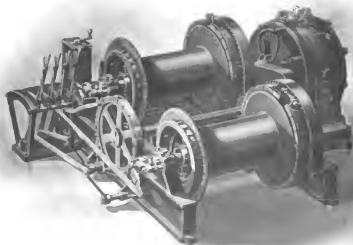
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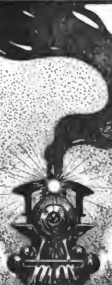
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To all those who have been our customers, past and present. And to all retail dealers. May prosperity be with you during the present year and don't forget that we wish to contribute towards that prosperity.

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A. M. HUNT, Editor.

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THE FREIGHT-CAR SITUATION IN VERMONT.

During a recent trip to Vermont we had occasion to inquire into the car situation regarding Barre and Montpelier. Perhaps it is not generally known to our readers that Barre is situated on two roads, the Montpelier & Wells River Railroad also controls the Barre quarry road, which runs from Barre to the quarries. All along the line of this road are situated a number of granite sheds, whose owners have nothing but praise to offer regarding the services rendered by this road. It is those situated on the line of the Central Vermont Railroad, or who are obliged to ship by this road, that complain, and they complain bitterly, as they have reason to do. This railroad, we understand, is controlled by the Grand Trunk Road, having had labor troubles with their machinists; the machine shops, which are located at St. Albans, at a point about sixty-five miles north of Montpelier, have been closed for some time. No settlement having been reached with the machinists, as a consequence, when an engine is damaged, or a car, it is impossible for them to repair it, and as a consequence there are a number of engines, we will not attempt to say how many, on the siding waiting repairs, which never take place. Just what the end will be in this respect it is impossible to tell, but the consequences are disastrous. It was stated within the writer's hearing that at the towns along the line of the Central Vermont Road they were crowded with cars loaded with granite work, which were taken away from Barre or Montpelier and side-tracked at a most convenient place. Shipments of groceries and other material from Boston have been from two to three months on the road, and this going a distance of something over two hundred miles. Many instances might be cited of not only delays in shipment by freight, but also delays of passenger trains, owing to the inability of the engines to make steam, as it is stated, on account of poor coal and other causes too numerous to mention. The writer had an experience of this kind in coming from Boston to Montpelier, arriving at White River Junction on the Boston & Maine Road, where this road delivers

the cars to the Central Vermont, about twenty-five minutes late, and losing three hours in going about seventy miles. This is only a very mild instance of what those who travel by this road have been obliged to put up with.

On Jan. 26, through the efforts of the Merchants and Granite Manufacturers associations of Barre, Vt., a petition was presented to the railroad commissioners. Before the commissioners acted upon this petition, the officials of the Central Vermont Road visited Barre and had a conference with the representatives of the two above-mentioned associations. The following is an outline of the agreement which, before we go to press, will probably be put in writing: To put on an additional shifting crew, so that the cars between Barre and Montpelier may be attended to day and night; to install a new turn-table, so that locomotives may be turned around in Barre yard; to furnish five hundred flat cars; and to make shifts in and out granite yards and sheds to meet the requirements of the business. In view of these promises, the case before the railroad commissioners has been postponed.

DISCOUNTS ON GRANITE MONUMENTAL WORK.

In a paper read by President John Bogan at the recent meeting of the Iowa Granite and Marble Dealers Association, the following recommendation was made, as a system of settlement of granite accounts: On car-load lots, a discount of five per cent in thirty days; on local (we assume "local" to mean less than car-load shipments), a discount of three per cent in thirty days; settlement by note, net invoice price, sixty days. He also adds as follows: I have always considered it an injustice to those who have adopted a system of paying cash in thirty days, to be treated just the same as those who settle by note in sixty days. If the wholesaler can accept a note at sixty days in settlement of bills, and discount the same in the bank he does business with, why should not our money be worth the same amount. If not, why should we make an effort to pay cash in thirty days? The present system discourages prompt settlement, which is a detriment rather than a benefit to the retail trade.

This is right in line with the suggestions which we have made in the past. We have already pointed out the fact that all quarry owners and dealers in marble have a system of discounts. This being the case, and there being no system of discounts in the granite business, naturally causes the bills for granite work to be the ones which are paid the last, as there is no inducement made to settle inside of a certain time, and there are very strong inducements in the way of a discount to be secured by settling the marble bills within a stated period.

It has been stated to us that there is not sufficient margin in the granite business to allow for a discount, but there always seems to be plenty of margin for discounting a note, and as Mr. Bogan aptly puts it, even this discount would be an inducement to the retail dealer to pay a bill inside of a certain length of time. Those retail dealers who are ready and willing to pay in thirty days have no inducement to do so. It would be better for them to keep the money in the bank than to pay their granite bills, for there at least they are drawing three per cent a year upon their deposit. That we have every reason to believe from experiences which we have had, there are concerns who hang off from paying their granite bills as long as possible for them to do, without having the claim placed in the hands of an attorney for collection. In fact, we know of one concern who never pay a bill inside of a year, and then only when it is put in the hands of an attorney for collection; then they have always refused to pay interest, and clients are always willing to settle without interest, being glad enough to secure the principal. It is our belief that this concern has money enough to pay their bills promptly at the end of thirty days, but does not do so because there is no inducement. It is without question a lack of good judgment not to make an inducement for a concern to pay their bills for granite work in thirty days or less time, and we believe that it is within the province of the National Association of Manufacturers to take this matter up. Of course the manufacturer will say that there is not margin enough to allow for a discount of five per cent; that may be so, and probably is, but that discount can be considered in figuring the work. It is only by concerted action among the granite manufacturers that this can be taken seriously, and we would suggest as a preliminary that it can be taken up in connection with other matters at the next meeting of the Barre and Quincy Granite Manufacturers associations.

This is one of many editorials we have written on this same subject, and we are glad to have a corroboration of our ideas from such a prominent and well-posted dealer as Mr. Bogan.

NORTHERN VERMONT IN THE WINTER.

The winter season in Vermont up to date has had its extremes of heat and cold; for instance, on Sunday, Jan. 10, the thermometer registered between 60 and 70; a day or two previous to that—namely, the 17th—it registered in various places from 23 to 30 below. At this writing, Jan. 24, at seven o'clock, the thermometer registered at 30 below and has risen a few degrees since that time, it now being about 10 A.M. Accompanying the extreme cold there is a slight wind, which makes the cold very penetrating. With these conditions existing, quarrying is a hard proposition. Of course during the extreme cold time it is impossible to operate the quarries, and on warm days it is half frozen and half melted and makes it impossible to split the granite. But, nevertheless, taking it all in all, the winter season up to Feb. 8 had been a fairly good one. The weather had had its extremes of cold, as noted above, but this is expected, and as a consequence the granite business is prepared for it,

the sheds being as a rule steam heated, and there are only very few days during the winter months when it is impossible to work. From our own standpoint we find that a morning with the temperature at 10 to 25 below not at all uncomfortable; the air is sharp and bracing; the morning opens with a very thick vapor, which the sun finds it hard work to shine through when it first arises, but it finally secures a victory as it gets higher, and a day of stinging cold is ahead of us, where the temperature will rise perhaps ten degrees while the sun is up; but it is the air that keeps one moving, and things are done on days like these. It is hard work to get out, but after one is out, there is no inclination to go in again and stand beside the fire. This all, of course, if one is feeling well. If one is subject to any of the numerous complaints, such as rheumatism, indigestion, or anything more serious, the northern Vermont climate is not for you. There has not been the usual amount of snow in the quarrying sections. In fact, not so much as on the coast, in the vicinity of Boston and other coast cities, but just enough in northern Vermont to make the sleighing perfect. We drove, all told, about thirty-five miles on our recent trip and did not find a thank-you-ma'am big enough to notice,—all of which goes to help out the transporting of granite from the quarries to the shed; and while the weather remains cold and keeps the granite full of frost, the matter of splitting granite is done without fear of loss.

ASSOCIATION MEETINGS.

It has been our experience in the past, and this altogether in connection with the meetings of the granite-manufacturers associations, including the National Association, that our reporter is excluded from all such meetings, which is all very well, and personally we do not object to it; but we do decidedly object to being told at the end of such meetings that there is nothing to report, and then are told certain things which we are requested not to publish, and then find some one of our contemporaries has published in full what we have been told not to mention, and which we have been in honor bound not to report. This has been our experience in the past on quite a few occasions. We do not believe there is a trade paper published in this trade who, when requested not to publish certain matter, would consider for one moment publishing it; but the facts are that they are made public through the talk of members of the association outside; and as every man sees or hears a thing in a different light, they are not always told as they should be. Therefore there are usually, after meetings of this kind, garbled accounts of the association meeting, which do not at all agree in the telling. As a partial remedy, we have suggested, and now suggest, that the secretary or some one draw up a typewritten account of the meeting, which shall be given to the trade papers. This may not, and probably would not, agree with the accounts which would come to us through the various members who attended such meeting, but there would be one effect; that the reports in the trade papers would be the same, and one would not be requested to cut out something which the others were

(Continued at bottom of page 19.)



The opening of the Twenty-second Annual Exhibition of the Architectural League at the Fine Arts Building in New York City was the most important art event during the last month on this side of the water.

A decided change in the general character of the exhibition made it not quite so interesting, from the point of view of the ordinary visitor, but much more satisfactory, possibly to an architect.

Sculpture, mural painting and the various art crafts were not well represented, but more room was given to photographs and drawings related to finished and unfinished buildings.

The impression left upon the mind, after several visits, was of not many remarkably fine exhibits. Surely this is an off year for all the big exhibitions in New York.

The fact that sculptors and painters are depending more and more on the one-man exhibits in the smaller galleries to present their work in its most favorable light and reach the public they desire, may have something to do with this condition.

Possibly the new museums about the country, with their annual exhibitions and tempting prizes, may be changing the drift of art works that formerly poured into the New York field.

However, all this does not mean that there were not a great many very interesting exhibits to be seen at the Architectural League show, and exhibitors from France, England, Holland, Boston, Philadelphia, Washington, Chicago, Los Angeles and Pittsburg were represented.

Mr. Howard Pyle's decoration, "The Landing of Carteret," for the Essex County Court House in Newark, N. J., and Mr. Kenyon Cox's "The Beneficence of Law," for the same building, were the two most conspicuous mural paintings.

Mr. Cox's panel was treated in a formal, classical manner, entirely suited to the purpose for which it is intended.

Mr. Pyle's decoration is rather over-painted, and very much like one of his well-known illustrations. It is interesting to look at and study in an exhibition, but too absorbing in its many details, and distracting in its color scheme, to take its proper place as part of the architecture of a building.

Other decorations were by equally well-known men: E. H. Blashfield, Albert Herter, Everett Shinn, Hugo Ballin, Will H. Low and Elliott Dangerfield.

The sculpture, large and small, was principally confined to architectural pieces and a medieval head in marble by Dorothy Rice, and some bronze statuettes of animals by Edwin N. Denning, were about the only things that had been done fancy free.

Eli Harvey's "Lion Head" was a design for an electric door-bell, and Miss Abastenia Eberle had a design for an ink-well.

In contrast to the poor exhibition of these two sculptors' work in this exhibition, from Philadelphia comes the announcement that the Pennsylvania Academy of Fine Arts has a large number of Mr. Harvey's work in their annual exhibition, including his "Jaguar Rampant," a model of the greyhound "Adonis," and a bronze;

while at the Woman's Art Club of New York, now exhibiting at Clausen's Galleries, Miss Eberle has shown several pieces of sculpture, noticeably a model of her "Mowgli," that has recently been purchased by the Metropolitan Museum of Art.

It was Daniel C. French's group, representing "Jurisprudence," for the Federal Building at Cleveland, Ohio, and the quadriga for the Minnesota State Capitol at St. Paul, Minn., Augustus Sukanman's models for the figures representing "Railroads" and "Marine and Fisheries," to be executed in marble for the Royal Bank Building, Montreal, Canada, that furnished the principal interest among the sculpture.

Work of this kind, intended for buildings so important, should be done by men like these, of exceptional ability, for it reaches the largest, most varied,



Louis Potter, Sr.

BRONZE ANDIRONS BY THE GORHAM CO.
AT THE EXHIBITION OF THE ARCHITECTURAL LEAGUE.

public possible, and is not only of value because of its beauty, but because of the educational influence it exerts in creating an appreciation and then a demand for only the best in sculpture.

John Gelert had a very pleasing figure, "Gothic Art," for the Fine Arts Building, St. Louis, Mo., and another, called "Denmark," for the New York Custom House; also a "Little Bacchus," a design for a fountain.

Karl Bitter exhibited a panel for a tomb; H. A. MacNeil, his groups, "Peace" and "Prosperity," for the McKinley Memorial at Columbus, Ohio; and

sive pair of fine bronze andirons, demons feeding dragons, designed by Louis Potter.

Gail Sherman Corbet, Charles Keck and Antonin Skodick exhibited models for bronze doors.

The Grueby-Faience Company's exhibit of two medallions by Le Boutilier was unfortunately much smaller than usual.

Frederick Roth, the sculptor of animal groups, had six decorative panels of animals that were humorous, clever, and really decorative in feeling, executed in tiles.

The Architectural League exhibition will be the last large one in New York this season, and interest is now turned to the opening of the Carnegie Institute in Pittsburg, that opens April 11, the day on which the new building is to be dedicated.

The exhibition will be an international affair, and committees in London, Paris, Munich and the Hague were appointed to select the pictures that will be sent. Such men as Sir Lawrence Alma-Tadema, John Lavery, Edwin Abbey, John S. Sargent, Aman-Jean, Franz von Stuck and Gari Melchers are serving.

Prominent men from all over the world have been invited to attend the opening, and among those who have accepted are Gustave Rodin, M. M. H. Homolle,



Augustus Suterman, Jr.,

MODEL OF STATUE REPRESENTING
FISHERIES FOR THE ROYAL BANK
OF CANADA AT MONTREAL.

To be cut from Georgia marble twelve feet high.

Louis Saint Laune, a man fighting seals, the central figure of a fountain to be cast in bronze.

Adolph Weinman was well represented with two panels, "Truth and the Sciences" and "Music Inspiring the Arts," that were made for the façade of the library building of J. Pierpont Morgan; brackets with cherubs for a door frame in the house of Payne Whitney; his competitive design for doors for the United States Naval Academy Chapel at Annapolis; and two designs for medals.

Mr. Herbert Adams' design for the Welsh Memorial was exhibited, and also a beautiful design for a medal.

The designs for medals shown were unusually good. This is an art very little appreciated in this country. Augustus Saint Gaudens turned his attention to it several years ago, and since then a number of young American sculptors have considered this charming art more seriously.

The Henry O. Avery prize of \$50 for the best design of a door-knob, to be cast in metal, went to Lillian Link of New York.

Most of the designs were set in bronze, and there was an unusually large exhibit from the Sterling Bronze Company. The Gorham Company sent a mas-



Augustus Suterman, Jr.,

MODEL OF STATUE REPRESENTING
RAILROADS FOR THE ROYAL
BANK OF CANADA AT
MONTREAL.

To be cut from Georgia marble twelve feet high.

director of the Louvre, Benedite, curator of the Luxembourg, and Enlart, manager of the Trocadero Museum.

The American Academy at Rome announces an open competition in this country for three traveling scholarships in architecture, sculpture and painting, to be held during 1907.

This will give the winners their lodging, many comforts, and a purse of \$1,000 per annum for three years.



President
ANTON LOHR,
Milwaukee



COVER OF FOLDER USED AS A NOTICE TO THE MEMBERS NOTIFYING THEM OF THE MEETING.



Secretary
SANFORD A. COLLINS,
Reedsburg

Meeting of the Wisconsin Retail Marble and Granite Dealers Association.

From the reports which come to us, and which are published below, it is plainly evident that the recent meeting of the Wisconsin Retail Granite and Marble Dealers Association was a decided success. The meetings of this association have always been noted for their good times and the practical things which are done to bring forth a better feeling among its members, and this meeting was no exception to the rule.

This meeting was opened at the Republican House, Milwaukee, Wednesday, Feb. 6. Very little was done on this day, aside from the appointing of a nominating committee for officers for the ensuing year, and theaters were patronized in the evening. Many of those intending to attend the meeting had not arrived. It was ten o'clock on the following day, Feb. 7, before the meeting was opened, on account of the convention hall not being available, as it had been used for a bedroom, and was so occupied at the proposed hour of opening; namely, nine o'clock A.M. The roll-call showed thirty-seven members present. Applications were received from the following for membership: Adolph Theidt, Milwaukee; Jones Bros. Company, Barre; Cream City Marble and Granite Works, Milwaukee; T. W. Eagan, Montpelier. The Union Granite and Marble Works of Milwaukee now being in the hands of a receiver, their name was removed from the list of members. The treasurer's report showed a balance of \$90.08 on hand. The nominating committee presented the following names: President, Anton Lohr, Milwaukee. Vice-presidents: Northeastern District, Carl Manthey, Green Bay; Northwestern District, J. C. Frantes, La Crosse; Southwestern District, D. C. Ryan, Monroe; Southeastern District, W. A. Crotsenberg, Racine. Secretary, S. A. Collins, Reedsburg. Treasurer, H. Sheele, Sheboygan. The committee is composed of H. M. Blumenthal, Columbus; Joseph Shafer, Milwaukee; H. F. Wenrich, Oshkosh. The above names were elected, but not without some protest on the part of Mr. Lohr and Mr. Manthey.

It was voted to hold the next meeting at Appleton. The following address was made by President Schlingens:

"Perhaps it is a surprise to some that after two years since our organization we are still in existence;

but if I should judge from the interest shown in the past and from the number of dealers who responded to the call for this meeting, we are not only in existence, but in a healthy and flourishing condition.

"Our committee to arrange program for this meeting did not succeed in securing volunteers to prepare papers on interesting topics pertaining to our business, but if you will peruse the program you will find they have suggested a lot of important questions for open debate, and I hope that each and every one of you will take an active part in the discussions and impart your knowledge and experience by calling attention to and suggesting remedies for the evils which you know to exist in the business. It is an honor, and it should be a pleasure, for every one to contribute his mite to elevate the standard of our chosen profession, and I hope all will do their part; and I am sure our association will prosper, and its members will be greatly benefited.

"In my opinion the greatest evil we have to contend with at present is price-cutting; and I believe our association, through good-fellowship, can accomplish more to lessen this evil than could be brought about in any other way. In order to demonstrate this, I will relate an experience I had last fall. A party who is a resident near Madison, but who formerly lived in Milwaukee, wanted to purchase quite a large monument and wrote to the Milwaukee Monument Company requesting them to send a representative to Madison to see a monument in the cemetery there, with a view of giving an order for a duplicate of same. Mr. Kringel, who at that time was connected with the company, wrote to me in regard to it, stating they had withdrawn entirely from the retail business, and offering to assist me to secure the order. In the meantime the firm of Lohr & Weifenbach were also requested to make a bid, but through Mr. Kringel, I believe, were informed that I was figuring with the same parties, and that if price was satisfactory I would probably be given the order. They realized the situation, and if I remember rightly they made no bid at all. The result was I secured the order at a fair price.

"We all well know that it was through the friendship and esteem which was cultivated at our associa-

tion meetings, that this was brought about, and it is needless to say that I will be only too glad to reciprocate when the opportunity presents itself.

"I tell you, gentlemen, these are the type of men who will make the association a success; and they are also the ones who will derive the most benefit from it.

"If we can wipe out the vice of envy toward our neighbor and competitor, and be on friendly terms, it would make it a pleasure to conduct our business, and at the same time enable us to get a fair profit on our sales. In order to accomplish this, it is essential that we attend the meetings, and I hope if there are dealers here who are not on good terms with some of their competitors, they will get inspired to such an extent at this meeting that they will offer their hand to such a neighbor and stand ready to meet him half-way. It is surprising how easy it is to bring this about if you only have confidence in yourself and your neighbor.

"In order to give you some idea what can be done

"I would like to say a few words in regard to the National Retail Granite and Marble Dealers Association, which was organized in Chicago last September. No doubt, all of you have read what the trade journals had to say; also received the circular letter from the national secretary, setting forth the objects, etc., of the association, and soliciting your application for membership. It was principally through the efforts of Mr. Haight that this association came into existence, and I feel confident that his efforts will be crowned with success. It was a pleasure to be in session with such a fine and intelligent lot of men from various states, and I am sorry that more dealers from our state did not attend and become charter members. The national association can and will do a great deal of good in the matter of adjusting freight rates, overcharges, grievances with manufacturers, etc., and I am sure you can derive more benefit and assistance in such cases from the national association than you



VAULT AT CANTON, OHIO, WHERE PRESIDENT MCKINLEY'S
REMAINS REPOSE TEMPORARILY.

along this line, I will tell you of an agreement which I know was made between three competitors. All three firms were soliciting business in pretty much the same territory, with the result that about nine jobs out of every ten were sold by one or the other at a ridiculously low price. This continued for several years, until finally one day they arranged to get together, and agreed on a division of territory, each firm to keep within its own line. They further agreed that if, for example, a prospective purchaser living in one territory should of his own accord go to the place of business of either of the other firms who were parties to the agreement and purchase a monument, the dealer making such sale is expected to pay to the dealer in whose territory the party lived, a certain percentage on the sale, amounting to about the same as an agent's commission. It is some four or five years ago since this agreement was made, and I am told it works very satisfactorily, and that it is in force to this day.

could through our state association. I would like to see every dealer here join the national association and give them our support. Mr. Manthey, who is vice-president of this state, will be glad to take your application, and I hope you will take the opportunity to fill it out. It was the intention of Mr. Avery, who is president of the national association, to attend our meeting, and he could have told you more about it; but having been called away on account of illness in his family, we are deprived of his presence among us."

At this point questions provided for discussion were considered:

First coming under this head was the following: "Is it advisable for dealers to manufacture from raw material?" This matter was discussed at length. It was the general consensus of opinion that it was not profitable for a retail dealer to manufacture monumental work except where a full gang of men are employed. While this matter was under discussion, the

representatives of the wholesale dealers and manufacturers were asked to leave the room, as it could not be freely discussed while they were present.

The next subject under consideration was: "Wholesalers selling to undertakers." This matter was discussed at length and generally condemned, not only by the retail dealers, but by the representatives of the wholesale dealers and manufacturers present.

Another matter under consideration was: "What success can be shown in the trade since the existence of the association?" It was shown in a number of instances that a better feeling prevailed among the members, owing to their meeting together and understanding one another.

Adjournment was taken, to prepare for the banquet at 7:30 p.m., at which the following bill of fare was discussed.

Oyster Cocktail
Bouillon en Tasse
Celery *Olives*
 Sherry
Filet of Sole aux Croutons
Parisian Potatoes
Roast Turkey
Cranberry Sauce *Rhine Wine*
 Puree Potatoes
Lobster Salad *Mayonnaise*
 Napoltaine Ice-cream
Cafe Noir *Fromage de Brie*

After the banquet the entertainment, musical and otherwise, kept the members and guests up till a late hour.

The session was opened the morning of Feb. 8 by President Lohm. The committee on resolutions in connection with the "Wholesaler-Undertaker" matter, presented the following, and it was adopted: "That such a course can do naught but harm to our profession and trade and in general, leaving in its wake a lowering instead of elevating of its standard to a higher grade of work, as only unscrupulous, cheap-John wholesalers can cater for this trade."

"Resolved, That for the protection of the legitimate dealer, for the protection of the public, and the moral effect, that the graves of our departed should be decorated with the best and most fitting that the quarries and skill of our workmen can produce. It is the sense of this body that if this practice is continued by the wholesalers, it will loosen the bond of friendship now existing, and can only result in the degrading of the trade in general."

It was agreed to hold the annual meeting the last Wednesday in January, in place of the first Wednesday in February.

A fine was imposed upon the Stotzer Marble and Granite Company of Portage, in the case of the New London Monumental Company, against them. This

fine was made on the strength of evidence submitted to the secretary and committee.

Progress in the trade since organization was discussed, and papers read by Carl Manthey, Green Bay, and other members spoke on the same subject.

A vote of thanks was given to the Milwaukee Committee and the ladies for the entertainment provided.

A vote was taken in connection with a resolution of respect to the memory of J. F. Jones, Fowler, Vt.

Remarks were made by W. A. Crotsenberg, Racine, A. S. Miller, Marinette, William Stampa, Milwaukee, Daniel Downey, Wauwata. Remarks were made on the subject of "What Assistance Can the Wholesale Dealers Give to the Retail Trade?" by C. S. Richter, F. X. Gosselin, F. M. Schlingens, H. C. Moody, Carl Manthey, W. A. Ashmore, William Stampa.

The meeting was then adjourned to prepare for a visit to the Milwaukee Monument Company's works, which was made in the afternoon.

The following-named members and guests were present:

Retail dealers: H. M. Blumenthal, Columbus; Henry Scheele, Jr., Sheboygan; S. A. Collins, Reedsburg; H. F. Wenrich, Oshkosh; F. M. Schlimgen, Madison; Jos. Kaimzner, Ft. Atkinson; Anton Lohr, Milwaukee; J. C. Frantesl, LaCrosse; Jacob Schafer, Milwaukee; Carl E. Thomas, New London; Wm. Erler, Geo. Weiss, West Bend; J. H. Johnson, Waukesha; Ed. C. Thiedt, Milwaukee; — Hegner, Appleton; G. F. Kegler, Plymouth; Carl Manthey, Green Bay; Daniel Downey, Wauwata; Leonard Neis, Jefferson; A. S. Jackson, Beloit; W. A. Crotsenberg, Racine; Alb. J. Kringel, Milwaukee; John Zimmerman, Wauwatosa; Anton J. Wentz, Milwaukee; John Kringel, Milwaukee;

J. W. Miller, Beaver Dam; Charles Anschap, Randolph; F. M. LeCount, Hartford; R. J. McDonald, Elkhorn; Leon. Reible, Mayville; Cream City Granite and Marble Company, Milwaukee; Wuerl Bros., Milwaukee; A. Jenss, Antigo; Adolph Thiedt, Milwaukee; William Stampa, Milwaukee; Ed. Loew, Milwaukee; Jacob Schumacher, Port Washington; L. J. Willis, Neenah; A. S. Miller, Marinette; R. G. Stotzer, Portage.

Wholesale dealers, manufacturers' representatives, etc.: F. F. Peterson, Fowler, Vt.; R. V. Storer, Chicago; Otto Rathman, Milwaukee; Wm. Campbell, St. Cloud, Minn.; Austin George, Dixon, Ill.; Chas. E. Delbrun, Chicago; P. H. McCue, Chicago; W. A. Ashmore, Zanesville, Ohio; J. H. Watson, The Reporter, Chicago; G. S. Bartlett of Jones Bros., Barre,



THE MCKINLEY MEMORIAL AT CANTON, OHIO, AS IT APPEARS TODAY.

Vt.; C. S. Richter, Chicago; Louis C. Brown, St. Cloud, Minn.; J. L. Marsh, Chicago; W. O. Willison, Chicago; J. M. Batchelder, Dixon, Ill.; Frank Hosler, Chicago; W. F. Sample, *Monumental News*, Chicago; — McNulty, *Rock Products*, Louisville, Ky.; T. W. Eagan, Montpelier, Vt.; John G. Harris of the Watertown Marble Company, Watertown, N. Y.

The following ladies attended the banquet:

Mrs. and Miss Collins, Reedsburg; Mrs. Stampa, Mrs. Loew, Mrs. John Zimmerman, Mrs. Singer, Mrs. Anton Lohr, Mrs. Philip Lohr, Miss Lohr, Miss Hattie Baumann, Mrs. Jacob Schafer, Miss Jennie Walters, Mrs. John Kringel, Milwaukee; Mrs. Austin George, Dixon, Ill.; Miss Nellie Willis, Neenah; Mrs. Bertha Moehlendorf, Seattle, Wash.; Miss Sadie Harris, Chicago; Miss Margaret Schumacher, Port Washington.



A deal has recently taken place at Montpelier whereby the Consolidated Lighting Company acquired what was known as the Viles Electric plant, thereby eliminating all competition from the standpoint of lighting and power, as pertaining to Montpelier and Barre. A new corporation has been formed, under the name of the Vermont Power and Lighting Company, with a capital of \$1,000,000, which company takes over the property, etc., of both the Consolidated and the Viles companies. In the past the Consolidated and the Viles companies have supplied three-quarters of the power used in the granite-cutting sheds at Montpelier and Barre, and the Consolidated Company has recently extended their lines to the quarries at Graniteville and are supplying some of the quarries with power. We believe that we can safely say that, instead of supplying three-quarters of the power at the granite sheds, both at Montpelier and Barre, that all who use power are using electric power. This consolidation may mean considerable in the way of increased cost to the manufacturer for his power. There has been no indication up to the present time of any tendency towards an increase, but the new company is young as yet, and something of this nature may develop in the future; but it would seem that the present price was based upon a living profit, and from the very fact that Jesse B. Viles recently sold his plant for \$300,000, which we have reason to believe was, at a guess, a profit of \$250,000, would lead one to believe that the present price of power is sufficient to give a living profit.

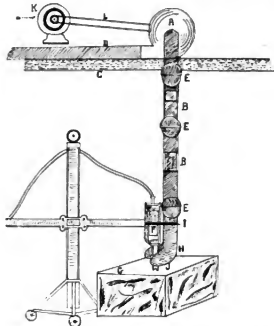
MONTPELIER, VT.—Papers in bankruptcy have been filed by Enrique Aja, a granite manufacturer. Mr. Aja is a member of the firm of Arche & Aja, who formerly did a granite-manufacturing business in this city. He has assets of \$3,281.47, of which he claims \$262 are exempt, and liabilities of \$2,919.20.

(Continued on page 21.)

A Practical Way of Taking Care of Granite Dust from a Surfacing Machine.

During a recent trip to Montpelier we visited the cutting plant of Mills & Co., at which place, in connection with other things, we noted a method of taking care of the dust from a surfacing machine. This machine was in operation in a shed not over twenty feet high, and the thermometer being 20 below that morning, it was closed as far as possible, to keep out the sharp atmosphere; yet the dust generated by the action of the machine was entirely taken care of by a system which is described below, and which system, we understand, has been approved by the Granite Cutters Union. Mr. S. H. Mills, senior member of the firm, states as follows:

"Having used this fan for two months, I feel that I can recommend it to the trade as a very useful attachment for any surfacing machine. Having considered the matter for some time, we consulted with a machine company as to whether or not the idea was practical. They stated that it was, and a fan and pipe were ordered, as shown in the cut. I realize that there is a chance for many improvements, as we seldom arrive at perfection at once. It will be noted in the



SURFACE CUTTER SHOWING ATTACHMENT FOR TAKING CARE OF DUST.

cut (A) that the fan should be set as high as possible, as it gives a chance to cover a larger surface. The suction is only seven feet in length to cover a stone three feet square. K indicates the motor. E indicates the ball joints, and the pipe, by the way, is made of tin. B are sliding joints. These should be loose enough to adjust themselves when the machine is working. Suction H should be held close to tool by hand I. The lower ball joint should be just above the top of the surfacer; the lower end can then be held in one position, which insures the taking up of the dust. C shows the timber on which the fan rests; D, discharge pipe; F, surfacer, and G stone. The lower part of the exhaust at point J should be somewhat flaring. While I run my fan from a counter-shaft,

I can easily see the practicability of a small motor, represented by K. Air could also be used for power to run the fan. It requires about one-half horsepower to run the fan in connection with the present machine, which runs at about 2,500 revolutions. It would also be practical to have a fan which could be moved from one part of the shed to another, and I am of the opinion that this can be done by using a flexible hose for suction and a motor or air for power. There are several of the local manufacturers who are considering putting in a system of this kind. The Exeter Machine Works, Exeter, N. H., supplied and installed the apparatus and will make improvements."

The Pilgrim Monument.

The plans for the Pilgrim monument, to be erected at Provincetown, Mass., have been completed and only wait formal approval by the federal government before the work of construction begins. It is planned to lay the cornerstone on Aug. 1.

The commission in charge of the erection of the Pilgrim monument at Provincetown consists of William H. Taft, secretary of war; Governor Guild, and J. Henry Sears of Brewster, president of the Cape Cod Pilgrim Memorial Association.

The total amount of the fund raised to date is about \$93,000, of which \$40,000 was contributed by the

the structure, the purpose of these being to strengthen and prevent the swaying of the structure as a result of wind impact.

The general design of the structure follows somewhat the line of the campanile connected with the Siena Cathedral, Italy. There will be no steps in the monument, but a winding incline will furnish easy access to the top of the structure. There will be openings at convenient places on all sides. At the top of the structure there will be a commodious gallery. The monument will be lighted with electricity.

It is proposed that the fifty-six towns of the Plymouth colony shall each contribute a stone, which will be placed on the interior of the monument. Many special stones will also be contributed by various societies of Mayflower descendants in the different states throughout the country. All these various stones will be duly inscribed.

The location of the monument on the top of High Hill, in the center of Provincetown, affords unusually fine opportunities for the future treatment at the base of the monument, there being ample space for such decorative additions as may in future be deemed advisable.

The top of the hill, which has been deeded to the commission by the town of Provincetown, is about 400 feet square, and will lend itself readily to landscape treatment.

Toward the sum raised, the town of Provincetown has contributed \$5,000, Truro \$100, Wellfleet \$500, Brewster \$100, Yarmouth \$100, and the remaining towns on the cape will undoubtedly take some action in this direction at their next town meetings. Capt. L. D. Baker, S. M. Nickerson, Brewster, Robert Bacon of New York, assistant secretary of state, Andrew Carnegie, G. V. Swift of Chicago, and H. H. Rogers have each given \$1,000, and other sums of \$500 down to money contributions of \$1.00.

It is proposed to have the cornerstone laid on the 1st of August, which is the anniversary of the departure of the *Speedwell* from Delfthaven, Holland, to Plymouth, England, to join the *Mayflower* on the voyage to this country.

The design of this monument was accepted Nov. 21, 1906, on the anniversary of the landing of the Pilgrims in Provincetown. The acceptance on this particular date was a curious coincidence, not designed. There were received some 115 designs from various architects, and finally, after very careful comparisons, the committee selected five and made an award of \$200 to each of the five architects.



THE PROPOSED PILGRIM MONUMENT.

United States government, and \$25,000 by the commonwealth of Massachusetts, and the balance raised by popular subscription by the Cape Cod Pilgrim Memorial Association.

The structure will consist largely of New England granite, reinforced by concrete and steel wires, sunk in the foundation of concrete.

The monument will be 27 feet square, 250 feet high, loftier than any shaft in the United States, with the exception of the Washington monument. The foundation will consist of a large base of cement, from which, in accordance with the most modern principles of construction, steel cables will be run to the top of

Editoriale.

ASSOCIATION MEETINGS.

(Continued from page 12.)

allowed to publish. Personally we cannot see why the various manufacturers associations so rigidly exclude the trade papers' representatives from their meetings. They have nothing but the good of the manufacturers at heart, and it would save considerable inconvenience and working at cross-purposes if the representative of the trade papers was allowed to attend such meetings. We make these suggestions to bring about an improvement in the present conditions.

SULLIVAN AIR HAMMER DRILLS

are made in two sizes, "D 15," for "plug and feather" holes and light block holing, up to 12 inches; "D 19" for foot-holes and heavy block holing, up to 48 inches.

These drills hold all records for speed, and are convenient to operate and economical of power and repairs.

Bulletin 51-D

AIR COMPRESSORS CHANNELERS



Class D 15 Drill

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IMPORTERS, WHOLESALE AND RETAIL DEALERS IN

Granite and Marble Polishers' Supplies of Every Description

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Carborundum Grains and Bricks

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Oxalic Acid

Sorrell Salts

Sheepswool Sponges

Anclote Sponges

No. 1 Grass Sponges

Tampico Brushes

Steel Wire Brushes

Sheet Felt

Soft Felt Buffer Wheels

Chilled Steel Shot

Aberdeen Scotch Shot

Angular Grit

Diamond Crushed Steel

Marble City Polishing Machines

Perfection Polishing Machines

Cavich's Pneumatic Polishing Machines

Patent Electric Polishing Machines

Gardner Patent Polishing Wheel

Gardner Hand Polishing Blocks

Success Emery Grinders

Pneumatic Tool Hose

Pneumatic Tools

Pneumatic Tool Supplies

Quincy Brand Putty Powder

"OX" Putty Powder

Famous White Putty Powder

Wonder Brand Putty Powder

Waddells 1st Quality Putty Powder

Waddells 2nd Quality Putty Powder

Waddells Phoenix Putty Powder

California Green Putty Powder

Diamond Red Putty Powder

Eureka Polishing Powder

Granite Stain Erodicator

Champion Moss Killer

Camwood Marking Sticks

Calcine Plaster

Red Marking Chalk

Wedge Lead

Wonder Cement

Wonder Cement Liquid

Meyers Germania Cement

Stop Cocks

Hose Bands

Steel and Iron Nipples

Straight Edges

Wedges and Shims

Barre News.

(Continued from page 18.)

The annual meeting of the Granite Quarry Owners Association was held Feb. 13, with the largest attendance in the history of the association, nearly the entire membership being present. The time was spent in a social as well as a business way.

The officers were elected as follows: President, D. W. McDonald of the Consolidated Quarry Company; vice-president, James K. Pirie of the Pirie quarry; secretary and treasurer, C. E. Lowe of the Jones Bros. Company; executive committee, George B. Milne of the firm of Boutwell, Milne & Varnum; J. Stephens of the firm of Stephens & Girard; Alexander Milne of the firm of Littlejohn & Milne; arbitration committee, Donald Smith of the firm of E. L. Smith & Co.; H. J. M. Jones of Jones Bros.; H. W. Varnum of the firm of Boutwell, Milne & Varnum; house committee, J. M. Boutwell of the firm of Boutwell, Milne & Varnum; J. E. Smith of the firm of E. L. Smith & Co.; H. J. M. Jones; auditors, A. E. Bruce of the firm of A. E. Bruce & Sons; J. W. McDonald.

After the business was transacted, the evening was spent in a social way, and refreshments were served.

This is the largest year the quarry interests have had in the history of granite in Barre. While the figures are not at hand to show the combined output for the year, it is conservatively estimated at a gain of over twenty per cent over last year.—*Exchange*.

Dineen & Co. report work as fairly plentiful, with prospects good. They have some large contracts under way in their shed. We noticed lying in their yard a base 12 x 8 feet. They have recently added to their equipment a large-size Oldham surface-cutting machine. To meet the demands of an ever-increasing business, Dineen & Co. have decided to move their plant to the new National shed, the half of which they will occupy. This shed, which was destroyed by fire some time ago, has been rebuilt in a first-class manner, and with the addition of a new derrick is once more all ready for work. With the large increase in the capacity of shed accommodation and other improved facilities, Dineen & Co. will be well equipped for carrying on a wider business.



Paris Salton, 1906.

THE STORM.

Comolli & Co. find business exceptionally good at this time and are employing their usual number of workmen. A look into their cutting shed shows some very fine pieces of work under the hammer, among others a large, all-hammered square monument. The bottom base is 8 feet 6 inches square, followed by other bases and a concave die, the whole surmounted by an elaborately carved cap, 3 feet 4 inches x 3 feet 4 inches x 3 feet 6 inches, altogether a most imposing example of nonumental art.

LeClair & McNulty find their business increasing to such an extent that they have decided on moving, in the course of a few weeks, to the shed once known as the National. They will fill one-half of the shed, the other portion being occupied by Dineen & Co. The locality in which this shed is situated is what might be termed the old center of Barre, and is familiar to the earliest retail dealers of the country who were in the habit of visiting the city on business. Though the number of sheds has multiplied threefold, and their sites stretch three miles north and south, yet the old locality, with its closely grouped sheds, still retains its characteristics and seems as busy as in their early days.

The new straight shed in course of erection on Burnham's meadow for Grearson & Lane, is wearing near completion. It will soon be ready for the installation of the granite-turning machinery, round work being the specialty of this firm.



Paris Salton, 1906.

THINKING ON IT ALWAYS.

A visit to Marr & Gordon's plant shows the usual number of large contracts in course of cutting. We noticed under one of the derricks a pediment of extraordinary large dimensions, weighing about twenty tons. The firm have about their average number of cutters at work.

A fire of a rather suspicious nature broke out in a local granite plant Saturday, Feb. 23. The fire was discovered about 9.30 in the evening and was quickly extinguished by the use of the chemical engine. The damage done was slight. The fire-department chief is of the opinion that the blaze was due to incendiaryism and has reported the matter to the police for investigation.

IF YOU SET monuments, large or small, you will require Meyer's German Cement, which is sold in any quantity by the Harrison Supply Company, 5 and 7 Dorchester Ave. Extension, Boston, Mass.

As has been reported, E. P. Coleman will dissolve his connection as manager for the Wetmore & Morse Granite Company, to take a position with a large electric company at Duluth, Minn. Mr. Coleman has made an enviable record in developing the resources of the Wetmore & Morse granite quarries and equipping the same with new and modern machinery. He will leave the quarries in an excellent condition, and will also leave behind him many who regret that circumstances prevented him from making his permanent residence in northern Vermont.

Joseph Poulin, who was formerly manager for the Globe Granite Company, has dissolved his connection with this concern and started in business for himself, under the name of the J. Poulin Granite Company.

D. K. Lillie of Montpelier, Vt., is now comfortably located in his new cutting plant, recently erected. The machinery with which it is equipped includes a Sullivan air compressor and a forty horse-power. This is operated by electric power, with a separate motor for the grindstone and derrick. This is probably one of the most expensively equipped plants for its size in this section.

H. J. Bertoli, Montpelier, has recently issued a booklet containing about fifty illustrations of models and carved work. This booklet can be had upon application.

Marion & O'Leary have been employing a gang of men during the past year and have found business very satisfactory.

Stephen A. Perkins, representing Thomas Phillips & Son of New Haven, Conn., was in Barre in February and placed an order for bottom base and second base of a soldiers' monument, to be erected at Watertown, Conn. The bottom base is eleven feet square. The shaft is quite elaborate and will have flags carved in relief, to be surmounted by a bronze eagle. There will be other carving, consisting of a shield and wreath; total height of monument completed, thirty-five feet. Mr. Perkins states that the business of Thomas Phillips & Son will be conducted by a corporation, which in February was in the course of formation.

On our recent visit to Barre and Northfield, we ran across Levi Cross of the Montello Granite Company of Montello, Wis., who was on a visit East in connection with his interest in the firm of Cross Bros., Northfield.

J. O. Bilodeau, East Barre, Vt., has been employing, all told, fourteen men and reports a good business. Among other improvements installed is a heating apparatus for heating the stone shed.

Walter Kendrick of the Grearson-Beckett Company, Williamstown, reports having on hand, among other work, four jobs calling for fine carved work. They are making a specialty of this class of work, and meet with success.

Parry & Jones are employing twenty-one men and report orders for a nice line of work, including one vault.

Phillips & Slack, Northfield, report that past year's business was the best ever and are employing two gangs of men.

On a recent visit to Barclay Bros. they could not report anything to us of unusual interest. Mr. William Barclay, Sr., attends to the quarry end of the business and recently installed a new boiler and air compressor.

McDonald & Buchan were at work at the time of our visit upon a very fine carved sarcophagus, bearing the inscription in raised, block letters, upon the die, Harvey W. Godfrey. This monument is something out of the ordinary, on account of its fine carving upon the die and heavily carved cap.

James Sector & Co. report a good business. Among their contracts is a fair-sized spire, and also a cross monument.

E. C. Glysson, who has been superintendent for Wells, Lamson & Co., has leased or a time the sheds formerly occupied by the concern for whom he was formerly manager, and will continue the business at this point, at least until March 1, and possibly longer. J. E. Stoughton, who has been out of Barre for some time, as a salesman employed in other capacities by wholesale dealers, is now handling the office end of the business for Mr. Glysson.

George Robins of Robins Bros. was sick during the latter part of January and early in February with typhoid fever, from which he made a slow recovery, on account of his getting out too quick.

Comolli & Co. report having recently shipped a monument with a concave die, all polished. They are employing at the present time two gangs of men.

Vanetti & Brusa are having a fair amount of business. This concern is particularly well fitted for handling carved and hammered work, of which they make a specialty.

F. T. Cutler is now general manager for the Consolidated Quarry Company and is handling the quarry end of the business, which he reports as up to date very satisfactory. Our acquaintance with Mr. Cutler dates back some sixteen years, since which time he has been continuously in the business, and he shows good courage to take up this large proposition, that of handling the quarries of the Consolidated Company.

Novelli & Calcagni have within the last few weeks booked a considerable amount of orders, mostly of a high class of statuary and carved monumental work. They have also received the contract for a vault to be shipped in the early summer. It is their intention to start up their usual number of cutters at once, to overtake the large amount of work on hand.



The granite business in Quincy for the past month has been practically at a stand-still, owing to the extreme cold weather. Up to the middle of January the men were able to work to advantage. Then a cold wave struck in, and it was found impossible to work to advantage, and practically all of the yards shut down, as far as cutting was concerned. The offices were kept open as usual, however, and no customers were turned away. In spite of the cold weather, many orders for spring and summer were booked, some of which were good-sized jobs. This gives promise of a rush in the early spring, which will probably continue through the season. The 1st of March is the date upon which it is generally understood that work will be commenced in earnest, and this year will be no change in the rule. There has been no labor trouble of any kind, and none is looked for. Under the agreement, should any changes have been desired, it would have been known the 1st of December last year. None came from either side, however, and the manufacturers and men have had nothing to worry them during the past month, and the prospects at this writing are that there will be none. The outlook, according to all of the manufacturers seen, is very bright. All report a good run of orders on hand, although prices are not quite as strong as they would like to see them. However, with plenty of work, there is but little cause for complaint. Everybody looks happy and are getting ready to make the most of the coming season, and unless all signs fail, the season, as a whole, will prove to be one of the best that Quincy manufacturers have experienced for a long time. Here's hoping that the anticipated results may be realized.

E. E. Morgan, buyer for Benisch Bros. of Brooklyn, N. Y., has completed arrangements with the Granite Railway Company for cutting the granite entrance for the Fifteenth Street entrance to Prospect Park, Brooklyn, N. Y. The job consists of two elaborately carved and fluted columns, 3-6 x 3-6 x 30-0, to be surmounted by handsome bronze lanterns, one on either side of the driveway. These two columns will rest on dies that are to be 6-6 square. The bottom bases will be 10-2 square, and the total height of the granite work will be thirty-seven feet. The plans for the job were made by McKim, Mead & White. The models are from Paris. The total cost of the job is estimated at \$8,500.

President John A. Lampson and Treasurer Albert Simpson of the Granite Railway Company, who have

held those offices for many years, retired from office at the annual meeting of the company last month, at which time resolutions were adopted commendatory of their past services. At this same meeting the board of directors was reduced from seven to five. These officers were then elected: President, Henry M. Faxon; vice-president, Charles E. Morey; directors, Henry M. Faxon, Henry H. Kimball, Charles E. Morey, John A. Stanton and Stillman P. Williams; clerk and treasurer, Luther S. Anderson.

Several new houses for hoisting engines have been erected along the banks of the O. T. Rogers quarry, the power for these being supplied from the new power station near the entrance to the plant.

The large new polishing plant of the Lavers Granite Company, situated off Copeland Street, is nearly completed. The building sets well back from the street and is supplied with a traveling derrick for the handling of the blocks of granite.

Public-spirited citizens of the city are moving to make it certain that when the proposed government building for Quincy is built, that Quincy granite shall be used in its construction.

Fuller, Foley & Co. have been able to do some work the past month, even if it was extremely cold. Their sheds are situated under the shelter of the granite hills, and with stoves they have been able to heat them to a certain extent. They have quite a few orders on hand, largely of the medium-size kind, which they are rushing to get off as early in the spring as possible.

M. Monahan reports that the outlook is exceedingly bright for the coming season. He has an unusual large number of orders on hand, for this season of the year. These include several good-sized sarcophagus jobs of extra dark Quincy stock. The dies will be polished, and there is considerable carved work to be done on some of them.

The Merry Mount Granite Company report that they have a large number of orders on hand for their fine stock and that they would like it, if it were possible, to run their quarry without any let-up all the year round. They would have orders enough for this, but in extreme cold weather it is rather difficult to work to advantage in the quarries, especially when there is as much snow as there has been this year. At their cutting plant they say they have about the usual run of orders on hand, all of which are of the ordinary run, there being nothing that they care to make special mention of.

Returns from the two shipping terminals for the month of January show that there was quite a falling off in the amount of rough and finished stock shipped that month from what there was in December. This

LARGE and SMALL monumental concerns have found in our Wonder Cement something that they require in stock at all times. Write for particulars to the Harrison Supply Company, 5 and 7 Dorchester Ave. Extension, Boston, Mass.

DO YOU USE Sponges? We can sell you Sponges that have been carefully selected for the monumental trade exclusively. Write for particulars to the Harrison Supply Company, 5 and 7 Dorchester Ave. Extension, Boston, Mass.

is hardly to be wondered at, considering the extreme cold weather that prevailed in January. The total amount shipped that month was 7,519,986 pounds, or 5,102,568 pounds less than in December. The January figures were as follows: West Quincy and Quarry railroad, 4,733,665 pounds; Quincy Adams, 2,786,321 pounds.

Alexander Falconer, when seen this month, said that the weather had been so cold that there was but little doing in the granite line. There had, however, been a number of inquiries for estimates, and the indications were that as soon as spring opened, that business would start up, and purchasers would begin to place their orders.

W. T. Spargo has been unusually busy this winter, considering the season and the weather, for there has been but a few days when their men were unable to work. He has a large amount of work on hand taken last fall, which they are finishing up, so as to ship early in the spring. These include several jobs of the sarcophagi style, the dies of which are to be all polished. Some of them also call for considerable carved work.

The Quincy Column Turning Company have been busy all the winter, the cold weather in no way interfering with their working. They have had a large amount of turned work to do during the past year, and as their facilities for this kind of work are the best and their work at it, it is a cold day when they are not busy.

C. A. Swingle & Co. had nothing special that they wished to mention this month. They report, however, that they have a good line of work on hand, and that they have been running their plant to its full capacity all winter. They have several car-loads of finished jobs at their plant ready for shipment, and the first mild weather will see it started toward its destination. Their work is not confined to any one kind of granite, for they furnish any known granite in the market. All a customer has to do is to mention what he wants, and it is immediately furnished.

Joseph Walker says that while work is a little quiet with him at the present time, that he is not doing any worrying, for he feels certain that as soon as the weather is any way seasonable, that he will have plenty to do. Owing to the extreme cold weather, he has done but little this month, except to book a few orders that fell by the wayside.

South Quincy manufacturers are wondering when the promised freight facilities at that station of the New York & New Haven are to be established. When the railroad took possession of the property along the tracks near the old Mitchell plant, it was supposed that they would go ahead immediately and build the spur-tracks and traveling derrick promised. Nothing has as yet been done, however. The manufacturers hope that the contemplated improvements will be made early in the spring, before the rush begins.

Smith & Marshall have a good run of work on hand for early spring delivery and are working every day that the weather will permit. They report that while they have a good lot of orders, they have nothing out of the ordinary run of work, and which is not worthy of special mention.

A large number of the granite men throughout the city have recently become affiliated with the order of Elks.

L. S. Anderson of the Granite Railway Company says that business is a little quiet, although orders for extra dark stock such as is taken from these historical quarries are quite brisk. Monumental work, however, is a little slow. Collections have been exceedingly good, which he considers as a sign of prosperity in the trade. When collections are slow, Mr. Anderson says that it is a sure indication that business is quiet.



WHITE BEAR LAKE, MINN.—Beard & Son, formerly of Coldwater, Mich., state that they have changed their location to the above, as they have a quantity of land close by, and they have moved to that location to look after it. They will continue their business as in the past, from this location.

MACON, GA.—On Feb. 2 the stone cutters employed on the new post-office at Macon, Ga., for which the Southern Marble and Stone Company have a contract, were not paid off, there being about \$7,000 due. The Mankin Construction Company, who held the original contract from the Southern Marble and Stone Company, secured a sub-contract for stone work and finally paid off the men. The Southern Marble and Stone Company are under a bond to do the work in a proper manner. It is reported that bondsmen will be looked to by the Mankin Construction Company for an equitable settlement.

WHEELING, W. VA.—Edwin C. Kreutzer, who has been in the employment of J. F. Burley & Co. for a number of years, has started into the retail business at 1217 Chapline Street. Mr. Kreutzer is a draughtsman and designer of considerable ability.

DENVER, COL.—D. B. Watson has dissolved his connection with the Denver Marble and Granite Company, with which concern he consolidated his business some years ago, and has again started for himself at his old location, at Fairmont Cemetery.

MONTREAL, QUE.—Smith Bros. Granite Company have established themselves in a new shed upon Van Horn Avenue. The walls are of cement, a rubbing-bed has been installed, and all machinery necessary for handling interior marble work. They already have a contract for the interior marble for the new building recently erected by the Montreal Light, Heat

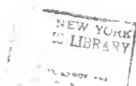


"GRANITE, MARBLE AND BRONZE," MARCH, 1907.

DIE 2-10x1-2x2-10
 BASE 3-6x1-10x1-2
 SUB BASE 3-9x2-1x0-10

PRICE:

Barre Granite C A E
 Quincy Granite C R E
 Westerly Granite C E Y





"GRANITE, MARBLE AND BRONZE," MARCH, 1907.

		PRICE :	Marker
SIZE	4-0x1-8x6-0	Barre Granite C E T	A A
MARKER	1-8x1-0x1-4	Westerly Granite C I E	R Y
		Concord Granite C E Y	A Y
		Troy White Granite C T E	R Y



and Power Company. J. G. Picher has also moved from Bleury Street to Van Horn Avenue and has installed a compressed-air plant. He has on hand contracts for two large monuments, one to be erected at Quebec, the other to be erected at Montreal; the die will weigh ten tons when completed.

LOCK HAVEN, PA.—Frank B. Gibson reports that he has just finished building a large, new shop, ware-room, office and residence, which he is told by traveling salesmen is the finest and most complete between Philadelphia and Pittsburgh. The shop is 20 x 30, with overhead traveling derrick (capacity, four ton), is equipped with pneumatic tools and air compressor; show-room is 20 x 20, with plate-glass front office, 15 x 20. He occupies the second and third stories as a residence. In the basement are installed engine, air compressor, blacksmith shop and boiler for heating purposes.

ROCHESTER, MINN.—Andrew Doig, who has been engaged in the making of marble and granite monuments for the past thirty-six years, sold his business on Jan. 10 to M. A. Lawler. Mr. Doig will remain at the shop for some time to assist the new proprietor. The former engaged in business in 1870. He was a member of the firm of Casseday & Doig for seventeen years and then formed a partnership under the name of Doig & Haskins. Since the death of Mr. Haskins last year, the senior member has conducted the business alone.

ALEXANDRIA, LA.—C. R. Green, proprietor of the Alexandria Steam Marble Works, has installed a compressed-air plant.

BRYAN, OHIO.—Mina Williams thirteen years ago contracted with Willet & Son for a \$500 tombstone, to be erected on her grave after her death. She has been dead six months, and the administrator of her estate has been sued for \$250 damages by Willet, who says that he has been refused permission to erect the stone. The grave remains unmarked.

LACROSSE, WIS.—At the annual stockholders' meeting of the Lacrosse Monumental Works, the following officers were elected: President and manager, Joseph C. Frantes; vice-president, John Markle; secretary, Joseph Gardner; treasurer, E. J. Stein.

WARREN, OHIO.—The annual meeting of the stockholders of the Warren Marble and Granite Company was held Jan. 21, and the following directors were elected: William Wallace, J. W. Masters, L. H. Thayer of Youngstown, R. T. Izant, O. D. Morgan, S. A. Corbin and W. F. Corbin. The directors organized by electing William Wallace, president; S. A. Corbin, secretary, treasurer and general manager, and W. F. Corbin, assistant secretary and treasurer.

MOBILE, ALA.—Simmers Stone and Monument Company, recently incorporated; capital, \$7,000; incorporators, Jas. K. Simmers, Herman Steamerdink, J. W. Phillips, H. T. Inge, J. D. Terrell, Stewart Brooks and W. G. Austin.

KNOXVILLE, TENN.—The entire plant of the Tennessee Producers' Marble Company is now being operated by electric power, the steam-power plant being shut down. Four motors of a combined capacity of 270 horse-power were put in operation, the power being supplied by the Knoxville Railway and Light Company.

BOONE, IOWA.—A. J. Kelly, formerly with the Boone Marble Works, has resigned from that company and has purchased an interest in the Bain Marble Works at Tenth and Story streets. Mr. Kelly is one of the most experienced marble men in the state, having been engaged in this business for almost thirty years.

CONCORDIA, KAN.—E. O. Baldwin has recently moved into new quarters, which he has constructed. It includes an office and show-room.



WISE, N. C.—It is reported that the Wise Granite Company are about to erect a blondin and other necessary quarrying machinery. The R. Michael Company will install a compressor and polishing mill shortly.

PRESOTT, ARIZ.—W. H. Larkin and William Benzie have gone into the monumental business at this point. There is a soldiers' monument to be let in March, to cost from \$12,000 to \$15,000, to be cut from native granite, and also a Masonic temple, with granite front.

STONINGTON, ME.—J. C. Rodgers has completed the shipping of the granite for the Norfolk Dry Dock, also that for the Riverside Drive, New York. There were shipped from the quarries during the year 1906 13,315 tons of six and eight cut granite and 6,750 tons of rough granite. The Ryan-Parker Construction Company have also finished a large contract for granite for the Riverside Drive, New York, besides other smaller jobs. They have shipped from their quarries at Crotch Island during the past year 286,092 cubic feet, or 23,741 tons, of which ninety per cent was six and eight cut work. The John L. Goss quarries at Crotch and Moose islands shipped 35,575 tons of rough and finished granite. Other concerns have shipped from this location 8,000 tons more, making a total shipment of 87,381 tons.

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SMITH BROS. GRANITE CO.

Barre, Vt.

Mausoleums and Fine
Monumental Work



—FROM BARRE GRANITE—



Our illustration shows a mausoleum cut from Barre Granite for the Fox-Becker Granite Co., Middletown, Conn., and is one of many which we have cut during the past two years.

WE ARE LOOKING FOR CUSTOMERS
who are particular and want their work right

"THE PROOF OF THE PUDDING IS IN THE EATING"

Car shortage has troubled you greatly for several months. Do away with that irritator by sending your orders to us. Don't take our statement for it but try us and see.

GREARSON-BECKETT CO.

WILLIAMSTOWN, VT.

The Benevise Granite Company are reported on Feb. 1 as not having started cutting as yet. They are reported as having established one of the largest electric plants in the country. This report is taken from the *Granite Cutters Journal*, whose correspondent adds: "Considering the facilities and modern appliances for shipping and handling stone, Stonington can easily take her place in the first rank of the granite-producing centers of the United States."

CONCORD, VT.—Two new firms have started into the cutting business at this point, Cornish & Cornish and Brook & Cornish; also a new firm in the quarrying line, known as the Kearney Hill Quarry Company.

FALL RIVER, MASS.—Ray-Lawson Granite Company, recently formed, Fall River and Providence, \$25,000; Samuel B. Ray, Frederick W. Lawson, George Grime.

WAUPACA, WIS.—The Waupaca Granite and Quarry Company has just closed a deal whereby all the stock of the corporation, held largely by Alton Ripley of Oshkosh, has been sold to Aggerbeck & Johnson, representing a syndicate of Chicago capitalists, who have purchased the quarry for the purpose of operating it to the fullest extent.

HARDWICK, VT.—The Woodbury Granite Company has closed the contract for furnishing granite from the Bethel quarries for the construction of a new building to be erected this season on Wall Street in New York City by the American Bank Note Company. The contract price is about \$85,000, and the material will make about seventy-five car-loads.

SPARTA, GA.—Several employees of the Georgia Quincy Granite Company were scalded Jan. 26 by the

explosion of a pipe which feeds the steam drills at the quarry two miles from Sparta. The quarrymen were making ready to blast, and when the signal was given, all of the employees went up near the pipes for shelter. The concussion caused by the blast out in the quarry caused the pipes to burst, and all of the men were driven by steam out from protection from the falling pieces of stone. It was miraculous that no one was killed. Two granite cutters were seriously scalded.

WATERBURY, VT.—The Lake Shore Quarry Company, organized at Portland, was recently formed, under the laws of the state of Maine, to take over the quarry property of the Drew Daniels Granite Company at Calais, Vt.; stock, \$30,000, nothing paid in, par value \$100; promoters, Warren N. Akers, president, Boston, Mass.; James E. Manter, treasurer.

AUGUSTA, GA.—The United Stone Company, with a capital of \$75,000 and the privilege of increasing to \$150,000, is the latest enterprise to be established. W. F. Bowe, J. H. McKenzie, Jacob Phinizy, J. T. Rose, James Kelley, Sr., H. H. Cummings and E. J. Erbeling are the incorporators. The company is formed through the merger of the Georgia Rough Stone Company of Sparta, Ga., and the Lithonia Crushing Company of Lithonia. The merger of the two concerns named above means an increase, by about double the capital before employed, and new machinery will be installed at once, so that every feature of the contract trade in rough material can be supplied by the new company. There is great room for development, and the promoters of the project are confident of greater success than ever. The application for charter was only filed Jan. 9.

HAVE YOU HEARD about our Gardner Patent Marble Polishing Wheel? If not, write us at once for particulars. It is a wonder. Harrison Supply Company, 5 and 7, Dorchester Ave. Extension, Boston, Mass.

DO YOU USE Pneumatic Hose? Our five-ply 3/8 inch Pneumatic Tool Hose is the finest manufactured. You can prove this for yourselves. Harrison Supply Company, 5 and 7 Dorchester Ave. Extension, Boston, Mass.

ST. CLOUD, MINN.—Because the concerns engaged in granite polishing find it impossible to do the quarrying and polishing of the stone profitably, a movement is on foot for the organization of a company with a capital of \$200,000, which will take entire charge of the quarrying of the stone.

The companies have all the orders they can possibly attend to and find great difficulty in obtaining the rock from the quarries. It is said that many large orders have been refused because of this inability on the part of the polishers, notably one for \$175,000 worth of stone for the new cathedral at St. Paul.

It is understood that a meeting will be held in a short time, at which the question of organizing a quarrying company will be taken up.

CLEVELAND, OHIO.—Announcement was made Jan. 22 that the county building commission in Cleveland, Ohio, was permanently enjoined by the circuit court from awarding the contract for the new Cleveland County Court House to Andrew Dall & Son. This means that the Webb Granite and Construction Company of Worcester, the sub-contractors, and for whom the Webb Granite Company of Milford would have cut the stone, will not get this job. The decision caused great consternation among members of the building commission. The commission had been so certain that the decision would be in its favor, that members had everything in readiness for the signing of the contract as quickly as the court should make its entry. Therefore, no provision was made in the line of action to pursue in the event of the adverse decision of the circuit court. The incident, it is believed, will not delay the affairs more than sixty days. It is believed the case can be advanced to the supreme court and heard within thirty days.

MILFORD, MASS.—After a conference of the attorneys in the case, this stipulation was entered Feb. 4 in the equity suit of the Franklin Trust Company of Brooklyn vs. the Milford pink granite quarries *et al.*, pending in the United States circuit court at Boston.

"It is stipulated that the rights of none of the parties of the indenture dated Dec. 20, 1905, and to this action, shall be prejudiced or affected by reason of the fact that the Milford Stone Company allowed the stone applicable to the Pennsylvania contracts to remain in the premises described in said indenture, after Jan. 1, 1907, instead of removing the same therefrom, as it is claimed, and now claims, it had the right and intention of doing."

The stipulation is indorsed: "We assent to the entry of the foregoing stipulation: The Milford Stone Company, by Frank Bulkeley Smith; The Norcross Bros. Company and D. W. Norcross, by Frank Bulkeley Smith; Franklin Trust Company, by Louis D. Brandeis; Sullivan Machinery Company, intervening creditors, by Nathan Matthews; The Niles-Bennett Pond Company, by George R. Nutter.

By agreement of counsel, it was ordered by Judge Le Baron B. Colt to-day that no action shall be taken upon the petition of receiver Stewart, filed Dec. 19, asking that the Milford Stone Company be authorized to surrender possession of the property and plant of the Milford pink granite quarries at Milford.

RUTLAND, VT.—The Clarendon Marble Company, which recently filed articles of incorporation, with a capital stock of \$200,000, was organized in Rutland. The officers elected were: President, Patrick P. McCormack of Danby; vice-president, Jewett P. Cain of Rutland; treasurer, Alexander Thompson of New York; secretary, James E. Burke of West Rutland. Others interested are W. F. McDevitt of Dorset and Clark M. Potter of Danby.

The company has purchased the Hitchcock farm at Clarendon Springs, where a quarry was first opened in 1838.



CINCINNATI, OHIO.—The plant of the Buckeye Marble and Free Stone Company was damaged by fire recently. Insured. Damage estimated at \$10,000.

LITTLE ROCK, ARK.—W. P. Funston will establish a plant for the manufacture of marble and granite headstones and monuments, concrete blocks, etc.; also contract for the construction of all kinds of masonry walls, foundations, concrete culverts, paving, sidewalks and curbing. Office and buildings for conveniently handling marble, granite, etc., will be erected; office, 203 Scott Street.

CHESTER, ILL.—James Douglass, a retired monument dealer, and one of the oldest Masons in the United States, is dead at the home of his daughter, in his ninety-first year. Mr. Douglass was raised to the degree of a master Mason in Lodge No. 22, Belfast, Ireland, in 1842. He has been a Royal Arch Mason sixty-three years and a Knight Templar sixty-two years. He outlived all his old lodge brethren.

FREDERICK, MD.—Charles W. Lough has entered into business with his father, Mr. U. A. Lough. The name of the firm in the future will be U. A. Lough & Son.

MENDOTA, ILL.—Harry Morrison has purchased the plant of the Coöperative Granite Company in this city and will operate it alone hereafter. Louis Moore,

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FOR GRAB, GRIND, CUT, CHISEL

SURFACER TOOTH CHISELS

Made of 1 1-2 inch sq.
stock for large and 1 3-8
inch for small machines.
Nothing but the very
best of material used.

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EACH

Everything in the
line of small
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Granite

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Trow & Holden
 BARRE, VERMONT



the former proprietor, has not yet decided as to his future course.

LOGANSPOUT, IND.—C. A. Price, a well-known marble and granite cutter, has purchased the monumental business of H. L. Fonst and is now in full charge.

SIOUX CITY, IOWA.—D. W., W. N. and P. W. Rapalee have filed papers for the incorporation of the Rapalee Marble and Granite Works, with a capitalization of \$25,000. The new company will enlarge their plant and install new machinery.

MONROE, MICH.—The citizens are agitating the erection of a monument to the memory of Gen. George A. Custer. It is proposed to raise \$25,000.

EASTON, PA.—The will of Harvey J. F. Newhard, a hotel keeper of Hokendauqua, which was admitted to probate to-day, leaves the bulk of his \$10,000 estate to be used in erecting monuments and tombstones to mark the graves of himself, his wife, his parents, step-father and step-brother.

EASTON.—An association has been formed to erect a monument to the memory of Prof. Thomas Coates, who has been designated as the father of band music in America. Coates was born in Easton and died here.

BINGHAMTON, N. Y.—A movement has been inaugurated to erect a monument to Daniel S. Dickinson, to cost about \$10,000. S. O. and H. A. Lacey, architects, have drawn a plan for a monument. It is about the height of the soldiers' monument now on the Court House Square and is surmounted by a marble dome, giving the shaft a mosque-like appearance. In a niche or marble alcove stands a large bronze figure of Daniel Dickinson.

TEMPLE, TEX.—A monument in memory of the Confederate dead interred in the cemetery in this city will be erected by Lavinia Porter Talley Chapter, United Daughters of the Confederacy, of this city. The chapter has the nucleus of a monument fund. A monument committee, composed of Mesdames Huling P. Robertson, R. P. Talley and R. B. Stephens, is looking after the matter.

WASHINGTON, D. C.—For the third or fourth time the United States senate Feb. 11 passed a resolution carrying with it an appropriation of \$40,000 for the erection of an equestrian statue to the memory of Gen. John Stark in Manchester, N. H. This is a matter which has met with favor repeatedly in the senate, but it has never been reached by the house of representatives at the same session when favorable action has been taken in the senate.

KANSAS CITY, Mo.—A bill was introduced Jan. 15 by Senator Kimmerer of St. Louis providing for the appropriation of \$470,000 for the erection of monuments for Missouri soldiers who engaged in the Civil War. The bill calls for an appropriation of \$275,000 for a suitable monument at Vicksburg, Miss., \$150,000 for Lookout Mountain, and \$80,000 for Shiloh. It calls for the appointment of three committees, one for each, to be named by the governor.

BUFFALO, N. Y.—Isidore Michael is chairman of a committee who have charge of the matter of collecting money for the purpose of erecting a monument to the memory of Robert B. Adam. It is proposed to raise about \$20,000.

WASHINGTON, D. C.—It is probable that the sundry civil appropriation bill will carry an item of \$360,000 for replacing the sandstone columns on the façades of the Treasury Department Building with granite. The former, beside being so grimy as seriously to detract from the appearance of the structure, generally recognized as being the finest example of pure architecture at the capital, are disintegrating.

HAVANA, ILL.—A mausoleum costing \$19,000 will be erected at Manito to receive the body of the late James S. Pollard. Plans for the tomb have already been approved.

A bill creating a commission to direct the construction of the monument at the Shiloh battle-field for the First Minnesota Battery was introduced in the house recently by S. D. Peterson. The 1905 session laws appropriated \$5,000 for such a monument, but made no provisions for its erection. Peterson's measure names Gen. L. F. Hubbard, Gen. C. C. Andrews and H. S. Hurter as a commission to carry out the provisions of the former act.

WASHINGTON, D. C.—The senate Feb. 9 passed a bill authorizing the erection of a monument on the Tippecanoe battle-field, in Tippecanoe County, Indiana, to the memory of Gen. William Henry Harrison and his soldiers who fought in the battle. The limit of cost is \$12,000.

PHILADELPHIA, PA.—A bill will be introduced in the legislature by Representative Deardon for a \$3,000 appropriation for the purchase and erection of the bronze figure of a Continental soldier for the monument in Vernon Park, which certain critics object to in its present condition. It was erected by the state at a cost of \$10,000.

ALBANY, N. Y.—Senator Hooker and Assemblyman Draper have introduced a bill making an appropriation of \$1,500 for a monument at Cold Harbor, Va., in honor of the deceased members of the New York Eighth Heavy Artillery. The regiment was recruited in Niagara, Genesee and Orleans counties, but as the war went on and men were killed or

wounded, men were taken from other counties, including Monroe. Capt. John Cooper and C. C. Brownell of Rochester are among its survivors.

WATERBURY, CONN.—The Connecticut Society of the Sons of the American Revolution have started a popular subscription for the purpose of erecting a monument at Compo Beach in the town of Westport, to commemorate the landing of the British general, Tryon, and the first revolutionary battle fought on Connecticut soil. The proposed monument is to cost \$8,000. It is thought that if \$4,000 can be raised by subscription, the legislature can be prevailed upon to provide the additional \$4,000 needed.

MINNEAPOLIS, MINN.—The Minneapolis chapter, Daughters American Revolution, has had for several years a small fund to go toward the erection of a monument to some Revolutionary hero. Active steps are now being taken to enlarge this fund to an amount sufficient to place a monument which will be a credit to Minneapolis. To further this object, the chapter has decided to ask generous contributions from the public, especially those interested in patriotic work. To this end the Lyceum Theater has been secured for March 5, at which time a colonial play will be given by the Frawley Company for the benefit of the fund.

TRENTON, N. J.—The Alexander McDonald Company has secured the contract for the Mercer County soldiers' monument, to be erected at a cost of \$12,000.

NASHVILLE, TENN.—Employees in all departments of the Southern Railway have started a movement to erect a monument to the late Samuel Spencer. The probable site will be in front of the new terminal station in Atlanta, Ga.

PENN YAN, N. Y.—The general committee in charge of the erection of a soldiers' and sailors' monument have decided to award the contract to Worden Bros. Monument Manufacturing Company, Batavia, N. Y., for \$6,000, and the work on the same is to be started early in the spring. The shaft is to be 52 feet high and 14½ feet square at its base. Above the large die inscription are four figures representing the navy, army, cavalry and infantry. The shaft is to be surmounted by a color guard 8 feet in height. On account of dissatisfaction because the contract was awarded to out-of-town parties, it has been brought up that, inasmuch as the question of appropriating \$3,000 toward the purchase price of the monument was voted upon by the people of Yates County, and carried, the board of supervisors has the sole power to award a contract. So far the board has taken no action in the dispute. The committee have found it necessary to become incorporated to make the contract binding. This will be done.

OUR GOODS ARE NOT the cheapest, but are positively the best that money and experience can secure. Harrison Supply Company, 5 and 7 Dorchester Ave. Extension, Boston, Mass.



Specify KLONDIKE STOCK at all times

Blue White Westerly Granite
FROM THE FAMOUS KLONDIKE QUARRY

OWNED AND OPERATED BY THE

GOURLAY GRANITE WORKS



LISTER MONUMENT, SLEEPY HOLLOW CEMETERY, TARRYTOWN, N. Y.
 OUT OF OUR KLONDIKE BLUE WHITE WESTERLY GRANITE, CUT BY THE NEW ENGLAND GRANITE
 WORK, WESTERLY, R. I. SIZE OF BASE 14' 0" x 10' 4". TOTAL HEIGHT 18' 7".

The most suitable stock for all kinds of monumental work quarried in Westerly or New England, and the only firm in Westerly that makes a specialty of rough stock for the trade. Wholesale prices to one and all, equal treatment to each customer.

In addition to our KLONDIKE stock, we furnish the old
WESTERLY BLUE STOCK WESTERLY PINK STOCK WESTERLY RED STOCK
AT WHOLESALE PRICES TO DEALERS

FOR PRICES APPLY
 TO

GOURLAY GRANITE WORKS

WESTERLY,
 RHODE ISLAND

Concord, N. H.

It is not a pleasant thing at this time of the year to contemplate a visit to the quarrying sections of New Hampshire and Vermont, but it having become a habit with us for the past sixteen years, we find it hard at this time to give up the habit, therefore made a start a little later than usual; namely, Jan. 22.

The train pulled out from the station in a driving snow-storm, which continued up to the time of our arrival in Concord, at about 3 P.M.

A call at the office of John Swenson revealed the fact that both members of the firm were in politics; John Swenson, the senior member of the firm, having been recently elected to the senate, and Omar Swenson having been elected to the board of aldermen, and under the conditions we were obliged to delay seeing them until our next visit.

A call at the office of Thos. Fox revealed the fact that he had been elected as representative, and we about made up our mind that every one connected with the granite business in Concord had entered politics, as the day was not long enough to visit other firms. The next morning we called at the office of John Swenson and found both in and very busy. The duties of a politician does not take up but a small portion of time during the week, therefore does not in any way interfere with the business end. The past year has been a very satisfactory one with John Swenson, and he is looking forward to an increase this year, although at the time of our visit it was not very lively; but lots of figuring had been done, which gave prospects of business for the future.

Among the contracts finished for building work the past year was the Medico-Chirurgical Hospital, Philadelphia, Pa., for which they have furnished granite for the first two stories. Other contracts carried out by this firm for the past year have been mentioned from time to time. Their new cutting plant, built during the season of 1906, was in full operation, and the day of our visit, Jan. 23, was practically the only plant in operation, as the thermometer registered 6 below, which was accompanied by a cutting wind, which made it impossible to operate an unheated plant successfully.

Ola Anderson, whom we have reported in previous issue as having lost both arms, lost practically both hands, in a railroad accident. He has given up the granite business to his former foreman, Alf Larson, who will continue the business.

Thos. Fox, whom we found in his office, reports last year's business as having been fairly satisfactory. In the past Mr. Fox has made personal visits to the West, but has not done much in the way of this kind of work for the past two years, and is holding on to his old customers.

WHETHER YOU ARE a large or small concern you require one of our complete catalogues hanging in your office at all times. Send a postal, and a complete catalogue will be mailed you at once by the Harrison Supply Company, 5 and 7 Dorchester Ave. Extension, Boston, Mass.

Henneberry & Haligan are still working at the old plant and find business in a fairly satisfactory condition.

Nutting & Hayden, manufacturers of granite tools, report business during the past year as very satisfactory, and an increase on previous years.



Change in Ownership of the Blue Ridge Marble Company.

CANTON, GA.—The Blue Ridge Marble Company, perhaps the largest wholesale marble finishing plant in the South, has been bought by a company, composed of Colonel Sam Tate, who is president of the Georgia Marble Company at Tate, and Mr. Will Anderson, who was the manager of the Blue Ridge Marble Company.

This company works two hundred and fifty hands and has contracts for building work on hand amounting to \$1,000,000 and over.



Obituary.

John B. Bianchi, proprietor of the West Seneca Monumental Works, died after a long illness.

He was born in Viggiu, Italy, May 8, 1863, and after traveling in Europe came to this country early in the '80's. As a marble and granite cutter, he was considered one of the best in the trade. The Columbus monument in Scranton was cut by him, and in Quiney, Mass., Westerly, R. I., New York and Barre, Vt., he is remembered for his skill and as a very pleasant companion.

In partnership with his brothers, in 1892, he established a monumental business at East Barre, coming to Buffalo a little more than six years ago. At West Seneca he was very popular.

After his arrival in this city he became ill with spinal trouble, and he never succeeded in getting well again. Among the many trials of his long illness was a surgical operation. His patience, hope and good nature surprised everybody.

His wife, Angela, survives him; also two brothers: Charles, who is at the head of a large monument business, and Ambrose, of Barre, Vt.



Association Meetings.

The meeting of the National Association of the Granite Industries of the United States was held at Boston on Feb. 2 and 4. It is reported to us that nothing of special importance took place aside from the election of officers, and even in this there was very slight change. D. F. Ryle of Montpelier succeeds John McDonald as member of the executive committee. W. S. Alexander of Barre was reelected secretary; all other officers remain the same as in previous years.

Correspondence.

I am starting up this spring again in the granite and marble business. I had been in the business for twenty-three years and sold out to J. R. Green of Stewartstown, Pa., about seven years ago. Since then I have been conducting a shop for F. A. Schoaff at Red Lion, Pa. I intend to start for myself again, and want some information in regard to designs, tools, books, etc. Can you give me any information where I can get them the cheapest and of the very latest styles?

J. HARVEY GEMMILL, Box 87, Red Lion, Pa.

Enclosed find post-office order for \$1.00, to pay for subscription to GRANITE, MARBLE AND BRONZE. Business is good with me, and I am looking forward to the best year I ever had. Your paper has been a great help to me in getting into touch with responsible manufacturers. I also find the editorials very helpful.

E. B. STRAEHL, Burr Oak, Mich.

We recently received a letter, of which we give an outline below:

"You will please find enclosed \$2.10. We do not know just what your subscription price is per year for GRANITE, MARBLE AND BRONZE, but we do feel that the article in the January issue is worth any price to the retail dealer who is looking after his business interests and expects to make a success of it. We refer to the J. Big Campbell deal.

"We have a few letters with estimates on one side of the sheet and a picture of a plant, which would cost at least \$100,000, on the other, and to be honest, when the writer was East and visited the quarrying sections, I could not recall any such plant, and I have not placed any orders with this concern."

MILLER MONUMENT COMPANY, Kearney, Neb.

The letter refers to our article in the January issue, entitled "The Outside Inside; or, An Outsider's View of the Inside of the United States Quarries and Granite Construction Company.

Our Advertisers.

We note that the Sullivan Machinery Company have established a branch office and warehouse at 12 South Twentieth Street, Birmingham, Ala. Rock drills and their parts, and other machinery, will be carried in stock.

We have received from the Woodbury Granite Company a series of circulars which have to do with the production of their quarries, at both Woodbury and Bethel, Vt., together with analysis of the Woodbury granite; also the compression strength per square inch, which is reported as 20,806 pounds. These circulars also contain other interesting matter to the trade.

James P. Dunn, manufacturer of Bailey's portable hoists, 6166 Lawview Avenue, Cleveland, Ohio, reports that on and after April 1 prices will be at list

f.o.b. Cleveland instead of making a new list and giving a discount. Orders should be sent in before the above-mentioned date, in order to secure the benefit of the present prices.

Books, Pamphlets, Etc., Received.

From the Minnesota Mahogany Granite Company, Minneapolis, prospectus of this company, which illustrates their deposit of granite and important matter in connection with the proposed plant of this company, among which is the following: They will build between Minneapolis and St. Paul a granite-cutting plant equipped with derricks, crusher, compressed-air plant, etc.

From Moore Bros. & Brault, Barre, Vt., a very handy card case and memorandum book, which this company is distributing among its customers, present and prospective; one of the best things in this line we have seen this season.

Also, from E. A. Bugbee, Barre, Vt., a tape measure; very useful.

From the Thos. H. Dallett Company, York and Twenty-third streets, Philadelphia, Bulletins 1000, 1005, 1002 and 1006. Bulletin 1000 relates to the Dallett improved plug drill and illustrates and describes the same. Bulletin 1005 relates to the Dallett carving tools. Bulletin 1002 illustrates and describes the Dallett junior surfacing machine. Bulletin 1006 illustrates and describes pneumatic-tool accessories, giving prices for all material which comes under this head. Also a folder giving revised prices of chisels in connection with pneumatic tools.

Received from the Norman W. Henley Publishing Company, publishers of scientific and practical books, 132 Nassau Street, New York, a book entitled "Modern Plumbing." This book is thoroughly practical in every way and gives the most improved methods of plumbing construction, something in which every one who is a house owner should be interested.

We have received a copy of the "Ready Price Maker," published by Phoenix & Jones, Troy, N. Y., advertised in February issue. The publishers make the following explanation: The tabular arrangement allows the retailer to obtain any percentage of profit he desires.

Being founded on practical as well as scientific lines, so as to allow for all contingencies (expense of management not considered, but only cost of work to completion), it provides a profit of forty per cent on aggregate sales.

First cost is completion of job to lettering; contingencies, including cost of lettering, freight, foundation, carting, setting and minor contingencies, making gross cost of job. We note by the addition of profit that it is shown that the retail price is composed of three parts; namely, first cost, contingencies (for which is allowed fifty per cent of first cost, on jobs the first cost of which exceeds \$24) and profit.

First Cost	Contingencies	Retail Price	Gross Profit	Net Profit
\$50	\$25	\$150	100%	50%
100	50	250	66.6%	40%
200	100	400	65.2%	34.7%

In making computations it is found that on separate cases that the percentage of profit varies, and that while on large work the percentage of profit is less than forty per cent, and when figured on smaller work it is found to exceed forty per cent; consequently, the general averaged profit on all sales approximates forty per cent, after allowing for all contingencies.

The Granite Industry at St. Cloud, Minn.

According to the local press, the St. Cloud granite companies are looking forward to one of the largest years in the history of the industry. Large orders are already coming in for spring delivery. The management of the Agate Granite Works stated that they will have all the work they can handle this spring. O. H. Havill states that the orders at the Western Granite Company are piling up every day. This would all be very nice if it were not for the fact that labor will be scarce. Stone cutters will be in great demand. Mr. Holes of the Holes Bros. Granite Company stated that the scarcity of labor would be greater this year than ever before. This fact will be a great handicap to the granite industry in this city. It seems that a large number of the stone cutters in the middle West go to California in the late fall to work during the cold winter. After they are once located in the warmer climate, very few of them ever return.

Competition for a Monument to the Poet Schiller,

TO BE ERRECTED BY THE GERMANS IN THE CITY OF ROCHESTER, N. Y., UNDER THE AUSPICES OF THE NATIONAL SCULPTURE SOCIETY.

Competitive designs are invited for a monument to the poet Schiller, to be erected in the city of Rochester, N. Y. The competition is open to all sculptors residing in the United States. The competition shall be anonymous. Designs shall be in form of sketch models in white plaster at a scale of two inches to one foot. A map showing the place where the monument will be erected is attached to the program. Perfect freedom is given to the competitors for the conception of the design, but the full statue shall be excluded.

Designs submitted must not be signed, but may bear a cipher for identification, and must be accompanied by a sealed envelope containing the name with the cipher used to mark the design.

The amount available for the execution and erection of the monument is \$5,000. If in the opinion of the jury any design or designs submitted cannot be executed for the sum named, they shall be excluded from the competition. The material used for the monument must be bronze and granite. The text for the inscription will be furnished by the Schiller monument building committee.

Designs will be received by the secretary of the

National Sculpture Society at the rooms of the society in the Fine Arts Building, 215 West Fifty-seventh Street, New York City, by March 25 to April 1, after which later date no design will be received.

The jury will be composed of four experts, three sculptors and one architect, whose names will be made known at a later date, and not more than two members of the Schiller monument building committee or representatives appointed by them. The jury's verdict will be given within one week from the receipt of the designs.

The jury will select from the designs the one best in their judgment; the sculptor of that design will be given the contract for the execution of the monument, which must be completed within one year after the contract is awarded.

The National Sculpture Society reserves the right of exhibiting the models submitted after the decision has been made. The Schiller monument building committee also reserves the right of exhibiting the models in Rochester, in which case the expenses will be paid by that committee.

For the National Sculpture Society,
The Committee for Competition,

ISIDORE KONTI, *Chairman*,
SOLOMON H. BORGLUM,
F. G. R. ROTH.

For the Schiller Monument Building Committee,
WM. DRESCHER, *Chairman*,
EMIL SENN, *Secretary*.

J. SCOTT HARTLEY,
Secretary National Sculpture Society.

Roddy's Monument.

In the Piedmont section of South Carolina, a very fine monument is straggling around unused, and the man who designed it for his own everlasting glorification lies in an unmarked and unknown grave some hundreds of miles away.

The man was a good old Irishman named Roddy, erratic and peculiar, but enterprising in a small way. He acquired some property and set up a bathing establishment in Greenville, S. C., from which he derived an income and a little surplus. He was very intent on being remembered, and therefore invested practically all his cash savings in a monument. He sent over to Scotland and bought a large stone from a quarry there. He knew the peculiarities of the material, but nobody else in the country did. He had a monument for himself hewed from this stone, bought a lot in the local cemetery, had the monument placed, and spent many hours admiring the outfit, and possibly trying to imagine how people would discuss it in years to come. With subtle craft he had prepared for it these inscriptions:

My name, my country, what is that to thee
What whether high or low my pedigree?
Perhaps I have surpassed some other men,
Perhaps I fell below them all—what then?
Suffice it, stranger, that thou seest a tomb,
Thou knowest its use; it holds no matter whom.

(Continued on page 40.)

Wetmore & Morse Granite Company

Office: - Montpelier, Vermont

Quarry: Barre, Vermont

QUARRY OWNERS

FINEST LIGHT AND MEDIUM BARRE GRANITE

ANY DIMENSION FURNISHED TO THE LIMIT OF TRANSPORTATION



We now have over 175,000 cubic feet of stone free in the quarry ready to be cut up to fill orders. With one blast we freed a sheet 21 feet thick containing 100,000 feet and weighing 9000 tons. The large block was split from this sheet by means of plug and foot holes and wedges and measured 35 feet x 11 feet x 21 feet, contained 8000 cubic feet, and weighed 720 tons.

The quarry has been cleaned up thoroughly for winter and we are now able to quarry stone throughout its entire length.

J. G. CALCAGNI

W. M. CORTI

NOVELLI & CALCAGNI**BARRE - VT.**

Successors to Novelli & Corti

STATUARY AND CARVING

The largest plant in Barre devoted exclusively to carving



A corner in our present shed. We are now building and will have completed on June 1st a thoroughly modern straight shed

Roddy's Monument.

(Continued from page 38.)

(Reverse.)

What are hopes of man?

Old Egypt's King, Cheops, erected the first pyramid and the largest, believing it was just the thing to keep his memory whole and his ashes hid; but somebody or other lumbering burglariously broke his coffin lid.

Let not a monument give you or me hopes; for not one pinch of dust is left of Cheops.

His common sense and knowledge of human nature assured him that the absence of a name would cause more inquiry and him to be remembered longer and talked of more frequently than any possible device. As fate befell, however, he died while on a visit to a daughter in Cheraw, in the lower part of the state. The daughter was unable to provide for the transportation of the old man's body to the monument, and manifestly it was impossible to move the monument and graveyard to him. Old Roddy was buried in Cheraw, his family moved away, and probably his name is forgotten. After a lapse of years the monument was sold by somebody in Greenville, and went in as part of the ready-made stock of another town. Commercial complications and arrangements caused it to be transferred to a third town, the purchaser having the hope that he could sell it to some ambitious survivor of the eminent citizen. Then it was discovered, however, that the peculiarity of the stone was that it hardens steadily with age and exposure. No chisel

could make a scratch on it. Consequently it stands literally as dead stock in a tombstone factory, offering no hope of profit, and continual aggravation to the unhappy owner.

Mr. Roddy has the peculiar experience of having his body in one place, his own personal and selected grave in another, and his monument in a third place. There is a certain grim foretelling of the results of his own planning in part of the inscription he selected. The monument is a monument to nothing but the futility of human schemes, the vanity of all vanity, and the hopelessness of the hope of being remembered very long in this world after we have departed hence for the next.—Exchange.

**Paper by H. B. Sherfff, Des Moines, Ia.**

Mr. President, Gentlemen, Retail Monument Dealers of Iowa and Friends:

A few days ago, when I received a letter from our beloved Secretary, urging us to attend this annual meeting, with a foot-note, as a persuader, "we will excuse you from the paper," a farm scene of my boyhood days was vividly recalled. On leaving the farm for a few weeks' vacation, father called me one side and said: "Now, my boy, your mother and I shall be gone for a few weeks, and we want you to look after everything carefully and see that the hired man moves along with the work, just the same as if I were there." "All right, father." So he went away, and for a few days things fairly hummed; but not far from our home

SOME LEADING GRANITE MANUFACTURERS

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<p>Beck & Beck BARRE - VT. Monumental Work from Barre Granite</p>	<p>MUTCH & CALDER GRANITE CO. BARRE, VT. MANUFACTURERS OF Barre Monumental Work</p>	<p>Phillips Findlater & Co. BARRE, VT. High Grade Barre Granite Monuments</p>
<p>WM. BARCLAY DONALD HARDWICK, VT. MANUFACTURERS OF HARDWICK AND WOODBURY GRANITE MONUMENTS AND BUILDING WORK Pneumatic Tools and Surfacing Machines</p>	<p>James Sector & Co. BARRE, VT. MANUFACTURERS OF All that is good in Barre Monuments</p>	<p>SPACE FOR SALE</p>

Some Leading Granite Manufacturers . . Quincy, Mass.

<p>W. T. SPARGO SO. QUINCY - MASS.</p> <p>MONUMENTS AND STATUARY FROM QUINCY.</p>  <p>WESTERLY AND ALL EASTERN GRANITES</p> <p><u>MY SPECIALTY</u> Pink Westerly R. I. Granite Rough Stock or Finished Work</p>	<p>Joss Bros. Co. Quincy, Mass.</p> <p>Quincy Granite Monuments</p> <p>Squaring and Polishing for the trade</p>	<p>SPACE FOR SALE</p> <hr/> <p>MILNE & HECTOR QUINCY, MASS.</p> <p>Dark and Light Quincy Granite Monuments</p>
<p>BIRNIE & DIACK Columbia Street - Quincy, Mass.</p> <p>QUINCY GRANITE MONUMENTS</p>	<p>DEACON BROS. QUINCY, MASS.</p> <p>We cut nothing but Extra Dark Quincy Granite Monuments</p>	<p>PROUT BROTHERS QUINCY, MASS.</p> <p>QUINCY GRANITE MONUMENTS</p>
<p>D. E. CAMERON QUINCY, MASS. MANUFACTURERS OF ALL KINDS OF</p>  <p><u>QUINCY</u> <u>GRANITE</u> <u>MONUMENTS</u></p> <p>PRICE GIVEN UPON APPLICATION</p>	<p>J. S. SWINGLE Quincy . . . Mass.</p> <p><u>QUARRY OWNER</u></p> <p>Extra Dark Quincy</p>	<p>If you are In need of <u>Quincy</u> <u>Granite</u> <u>Monuments</u></p>  <p>Send to the Manufacturer JAMES F. DESMOND WEST QUINCY . . . MASS.</p>

For
EXTRA DARK QUINCY GRANITE
SEE ADVERTISEMENT OF
GRANITE RAILWAY CO., PAGE 7

<p>CLARK & PEARCE Gilbert Street . . Quincy, Mass.</p> <p><u>QUINCY GRANITE MONUMENTS</u></p>	<p>QUINCY GRANITE MONUMENTS Columbia Granite Works QUINCY, MASS.</p>	<p>MCDONNELL BROS. 251 Water St. . . Quincy</p> <p><u>QUINCY GRANITE MONUMENTS</u></p>
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<p>SPACE FOR SALE</p>	<p>Send Two Dollars For Our 1907 Pocket Design Book Price Credited on First Order of Fifty Dollars</p>	<p>SPACE FOR SALE</p>
<p>SPACE FOR SALE</p>	<p>Forbes Craig Co. Quincy, Mass. <u>QUINCY GRANITE MONUMENTS</u> DIES AND BASES SQUARED AND POLISHED PNEUMATIC TOOLS AND SURFACING MACHINES</p>	<p><u>MY SPECIALTY</u> Polished Work In EXTRA DARK QUINCY GRANITE M. C. Monahan - West Quincy</p>

T. F. MANNEX,

WEST QUINCY, MASS.

PROPRIETOR OF THE FAMOUS A. RHEINHALTER

EXTRA DARK QUINCY GRANITE QUARRY

and Manufacturer of Granite Monuments for the Trade.

there flowed a beautiful stream, and one afternoon when father returned, the hired man and I were having a glorious swim. We had gone once too often. That day I resolved "never again to shirk."

At first the Iowa Retail Monument Dealers Association made great progress, but of late we have been "shirking." Evils that were once as the tender plants, small and easily handled, have grown to stupendous proportions, and to-day we are met fact to fact with stern complex problems, the solution of which will require the undivided action of ALL the retail monumental dealers in the great state of Iowa, or the thorns which are now protruding here and there will pierce the business of the entire state so sorely that the wounds will never heal. Shall we shirk?

Iowa is one of the greatest, if not the greatest, monumental states in the Union. On a conservative estimate, more than \$2,000,000 are annually expended for memorials erected within our borders. This colossal business is due to our splendid corps of retail dealers, but so selfishly interested have we become by individually trying to get the whole business, that we are losing sight of our great common interest, eradicating the present evils. A recognition of power and influence of the Retail Monumental Dealers Association of Iowa. An elevation of the business to an higher, honorable basis.

Can this be? Its consummation can be effected. Do you see this rope? Don't be frightened; we are not going to use it as was recently done in Charles City; but, by the way, it would make a good persuader for those who are very irregular in attendance.

This is a product of thought and action. You cannot break it: the vest-pocket dealers cannot bend it. The manufacturers and jobbers, who sell directly to the trade and to illegitimate dealers cannot stretch it. The wholesale fraternity cannot break it. It is an aggregation of strength, around a common centre. "In union there is unlimited strength," and there is no union without harmonious accord. This fairly illustrates what the strength of the Iowa Retail Monument Dealers Association of the state of Iowa during 1907 and all succeeding years by our co-operation, a union of members, entwined around a centre, "A Great Common Good," and I fail to find one single wholesale fibre in the whole bunch. They are good sentries.

My brother dealers, shall we shirk? Never! Not until our own personal evils have been eradicated; not until the great marble companies and a few granite concerns refuse to sell the catalogue houses, either directly or indirectly; not until the "vest-pocket agents" are relics of bygone days; not until manufacturers and jobbers absolutely refuse to sell only the

legitimate retail dealers; not until wholesale representatives will dare ask for a part of your business, when they are also representing firms who furnish the trade direct through the deceiving economy of their catalogues; not until our business is fully recognized as one of the most honorable and the influence and the power of the Retail Monument Dealers Association of Iowa is stronger than that of any other similar state organization. Then it is we shall reach our true greatness, the power of service. Giving aid to other state monument dealers organizations, urging them on and upward, and rendering valuable assistance and allegiance to the great National Retail Monument Dealers Association recently organized at Chicago.

"Shall we shirk? Never!"



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NEW ENGLAND REPRESENTATIVE OF THE THOS. H. DALLETT COMPANY OF PHILADELPHIA.

Mr. Tripple on Feb. 1 assumed charge of the New England interests of the Thos. H. Dallett Company of Philadelphia, the well-known manufacturers of pneumatic tools.

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The Dallett Company has decided to keep in personal touch with its New England customers in the future, and orders taken by Mr. Tripple will be forwarded to the home office, and the goods shipped direct from Philadelphia.

All correspondence should be addressed to Thos. H. Dallett Company, Twenty-third and York streets, Philadelphia, Pa.

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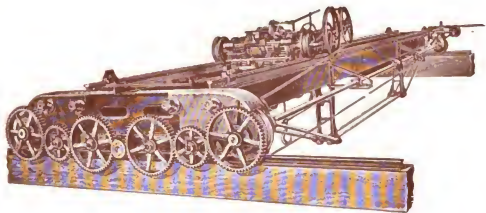


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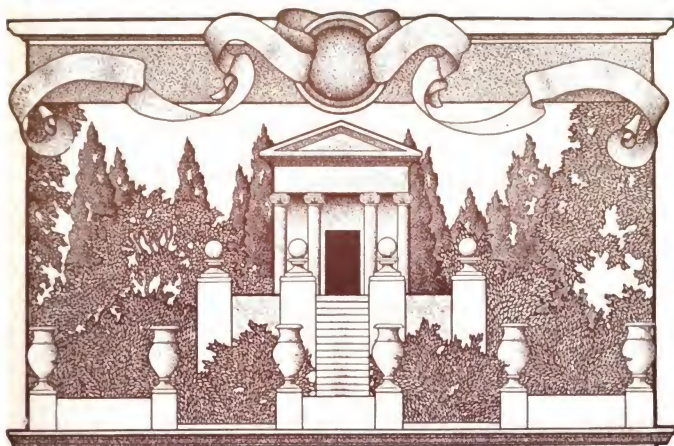
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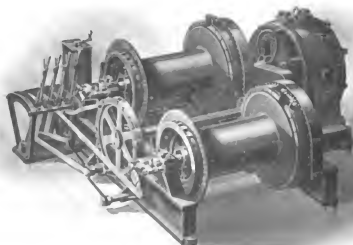
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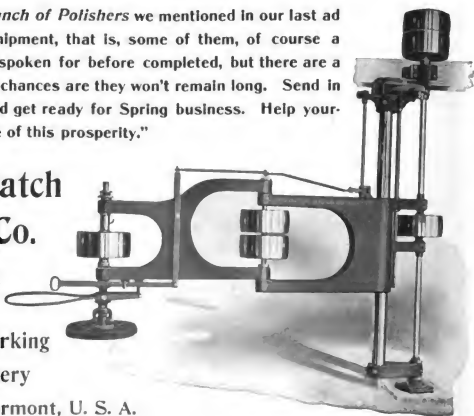
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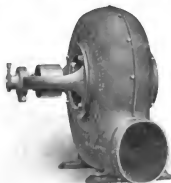


A HAPPY NEW YEAR

To all those who have been our customers, past and present. And to all retail dealers. May prosperity be with you during the present year and don't forget that we wish to contribute towards that prosperity.

Giudici Bros. Co.
Barre, Vt.

THE DUST PROBLEM IN GRANITE SHEDS SOLVED WITH THE EXETER EXHAUSTER



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EXETER MACHINE WORKS.
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Whereby we can supply you with any kind of granite, in any combination monument, or monument in any granite you wish, and have the price right. We ask you for a fair chance on your Barre work, and shall be pleased to quote you prices.

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A. M. HUNT, Editor.

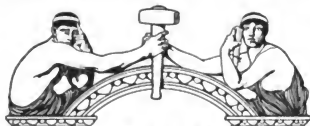
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EDITORIALS

THE RETAIL MONUMENTAL BUSINESS AND ITS PRESENT FINANCIAL CONDITION.

We have recently covered each and every town in which there is a concern located in the monumental business,—in some cases twice,—in order to get at, as near as possible, the present standing of the monumental dealers, so as to more intelligently give them a rating, and also to ascertain as to whether or not our present ratings are correct; also to learn as to the general industrial conditions of the trade. And the net results are very favorable to the dealers. It is impossible to arrive at any accurate knowledge as to the increase in the financial standing of the monumental dealers during the past few years, but the impression gathered is that the tendency is upward. For instance, where concerns have been rated by us in the past at \$3,000, we now find that they are entitled in many instances, under the present conditions, to a rating of \$5,000, and other ratings in proportion. Those who have been rated as not having any financial standing, in a great many instances—we should say in the majority of cases—they have gone out of business or have sought new fields.

There are a number of states—noticeably, Minnesota, Missouri and Illinois—in which we have found numerous instances in which concerns have carried a stock in the past, but are now carrying no stock at all, selling from design only. This is a feature which we have very thoroughly gone into, for the reason that we consider it very valuable to the trade to have a knowledge as to whether or not a retail dealer is carrying a stock of monumental work; and as we mention above, we find in these states a general tendency in the direction of not carrying a stock of work. On the other hand, we have found that those who do carry a stock show a very decided inclination to install small pneumatic plants, and in many instances polishing wheels (this in all states). Just exactly how this will work out, of course, it is impossible for us to say; but as far as we can ascertain, up to the present time, it has not affected the trade of the granite-manufacturing centres. As a

rule, the dealer uses his power only in a small way, and it replaces hand power that he has used in the past.

In other words, the impression gathered from what we consider absolutely reliable sources of information is that the monumental industry is sharing in the general prosperity of the country.



THE ADVISABILITY OF USING CARE IN SENDING OUT PRINTED MATTER.

There has come to us recently, through the retail dealers, considerable complaint about the indiscriminate sending out of circulars, booklets and other printed matter containing illustrations, sizes and prices of monumental work. Lists have evidently been used without regard to whether a concern carries a stock, acts as agent (and does not carry a stock); and in some instances private individuals have been forwarded sizes, prices and illustrations, which has worked greatly to the disadvantage of the retail dealer, and not the advantage of the manufacturer, wholesale dealer and others who have mailed such matter.

First, we question whether or not it pays to send out printed matter indiscriminately; in fact, we know that it does not. This is the reason why the firms who pretend to do anything of this kind have a carefully prepared list, from which is eliminated all those whom, through investigation, it has proved to be simply an expense to send printed matter relating to monumental work. Personally, we have always borne this matter in mind in making up the list for our "Book of Credit Ratings," and this is the reason why the dealer who does carry the stock is so designated, and this is why the letter A appears before the name of such concerns. Oftentimes it is hard to know just exactly how to place some firms, under the head of carrying a stock of monumental work or not. There may be four or five headstones in the yard and one or two marble or granite monuments, which may have been in the yard for years; and it is then a question in our mind as to whether we shall designate this concern as carrying a stock of monumental work. In fact, there are endless problems which confront us in bringing forth a list of this kind, although on first thought it would seem to be a very simple matter to make it accurate and to eliminate from it all undesirable parties. But, among the trade, where at least one-third shut down for the winter months, and who are so located that even those well posted on the town do not know that they are in business, it can be easily seen what it does mean to bring forth a list of names which shall be absolutely accurate. But, without a question, we believe that if our list is followed closely, attention paid to

the signs which appear before and after the names, that manufacturers and others will waste but very little money in postage or printed matter through its going astray.

THE DANGER TO HEALTH FROM INHALING GRANITE DUST.

In a report recently issued by the Massachusetts State Board of Health, the stone-cutting industry is justly classed as one of the dangerous trades. Of the various kinds of stone dust, granite is regarded as more injurious than marble, soapstone as the least injurious of all; but different granites vary in this particular, some yielding a much finer dust than others, on account of difference in texture. It is well known that the greatest amount of dust comes from surfacing machines.

We published in our February issue a description of the apparatus which is in use in a shed at Montpelier, Vt., which up to date is the only practical machine which has been used for the purpose of taking care of the granite dust from a surfacing machine. Operators rarely use anything as a preventive against breathing in the granite dust. Why, we do not know, except that it is too much trouble to put it on and off; and the only general preventive in use, if such it can be considered, is the general use of tobacco, the stone-cutter claiming that, in spitting out the juice, he also spits out some part of the granite dust. This may or may not be so, but the fact remains that, according to the Massachusetts Board of Health, figures compiled among the stone-cutters of Quincy show, among 343 deaths, covering a period of about sixteen years, no fewer than 142, or 41.4, were due to pulmonary tuberculosis; 41, or 12 per cent, to other diseases of the lungs; 44, or 12.8 per cent, to diseases of the heart; 24, or 7 per cent, to violence, and 92, or 26.8 per cent, to all other causes. Excluding accidents, the percentage due to tuberculosis was 44.5 per cent. By reports submitted about two years ago, it appeared that, out of the total of 3,000 deaths among stone-cutters, tuberculosis was the cause of 28.57 per cent. The Quincy records show that the average age at death was 47.8 years.

We have already drawn attention to the facts surrounding the matter of health and have advised, although we believe it is unnecessary, for the average manufacturer is acquainted with the facts, that some method might be used by which the greater part of the dust generated by the hand hammers could be, to a large extent, taken from the shed, as it has been plainly shown that the dust generated by the surface cutters can be removed; and we are satisfied that a similar system can be used in connection with the shed that would practically do away with the granite dust in it. This is almost a certainty, from conversation we have recently had with a member of one of the large machinery concerns who have taken this matter up from a practical standpoint.

In a recent editorial we plainly showed that we are not making granite cutters enough in this country to take care of the increased business, and about two-thirds of the new granite cutters are coming from the

other side, and we understand that the ones who are coming now are not up to the standard. This being the case, we believe that the first firm to use some method of taking care of the granite dust in the shed will be able to pick their men, which is quite an important matter under present existing conditions.

In connection with this matter it will perhaps be interesting to know that an exhibition of industrial conditions, relating to health, will be held at Horticultural Hall, Boston, the week beginning April 8. Admission will be free. It is the first of its kind ever held in New England, and it is designed to show the conditions under which wage-earners work in this and other states, and its purpose is to create an enlightened public sentiment which shall result in remedial legislation and a general betterment of the conditions of labor. Actual working scenes will be portrayed in various employments which are a menace to health and life. Enlarged photographs, etc., will also be shown.

THE LABOR SITUATION.

At this date, March 20, the granite cutters of Hardwick, Vt., and vicinity, working under the Hardwick Bill and prices, are out on a strike, owing to demands made by them not being agreed to by the manufacturers. They ask for \$3.20 minimum and a three years' agreement, and have been offered \$3.12 and a four years' agreement, which has been refused. This state of affairs commenced on March 6. The Barre Bill does not expire until next year. The bill at this time provides for a price of \$3.00. How wisely matters of this kind are handled by the Granite Cutters' Union can be shown by the present condition of affairs. As far back as the latter part of January, we met the granite cutters in Barre, whom we well knew had been located in Hardwick, and we supposed permanently, and we naturally asked the question why they had left that town. The answer was, "We expected trouble, and it is our desire to keep on earning money." It is rather a cowardly way for the unmarried granite cutter to leave a place where he has helped to bring about trouble and leave it for the married man to fight it out, the one who can least afford it, and the one who, as a rule, votes against trouble, but is overruled by the irresponsible majority. To be sure, he draws \$1.00 a day as long as the fund provided for this purpose holds out, but how far will \$6.00 a week go towards supporting a man and wife and children who have been used to having at least \$18 a week to live on, and using it all? He will go into debt, while the unmarried man, without a care in the world and with no responsibility, secures a position at some other point. He is assessed, of course, to help out the man who stays, but his assessment is only a small proportion of the amount which he earns.

It is our belief that the Granite Cutters' Union would do a good deed for themselves and others if they could compel those who voted to strike to stay in the town in which the trouble exists; and we candidly believe it would put an entirely different face on the situation and would do away with the feature

(Continued on page 16.)

The Importance of Silhouette in Equestrian Statuary.

BY GROVE INMAN.

The world of beauty will have lost much when, if the time ever comes, the inventions of the age shall have progressed so far as to entirely replace the horse as a carrier of men.

In every time, but especially in recent times, cavaliers and mounted horsemen of all classes—kings or retainers—have been favorite subjects for sculptural ambition. Nor could we want a more elegant spectacle as a stimulus to plastic expression than that of a

sky. He is making a work that is not to be viewed from one point but from many, and while form and line may tax the best that is in him, this silhouette is to him no secondary concern.

We are all familiar with the way we amuse children, of a winter's evening, by throwing the combined shadows of our hands upon a screen in such a way that they no longer look like hands but rather like rabbits and swans or anything else except hands. This commonplace illustration serves to show how familiar forms will, when mingled, assume in outline or silhouette a grotesqueness or ludicrousness which is entirely foreign to them. The sculptor working at an equestrian must scrupulously avoid making his masses, in this way, tell any but a dignified story from whatever point they may be viewed; for there is still this of



DOUGLASS TILDEN'S MONUMENT TO CALIFORNIA VOLUNTEERS AT SAN FRANCISCO.

restless horse obedient to the rein and bit of his rider. How alluring to the mind and eye of an artist are the quivering muscle, the dilated nostril, the flowing mane and arched neck, offering bold contrasts in masses, as in the slender limbs and stalwart body; hard lines and flowing ones, as in the balancing limb, tense and wiry, supporting for an instant the whole bulk of body, and the breeze-blown mane and tail—in short, a perfect rhapsody of line, form and action.

An equestrian offers to the sculptor an opportunity for greatest freedom; he is hampered by few conventionalities; here he can express great movement and still preserve the character of monumentality.

What means freedom to the sculptor, however, spells limitation as far as the material in which his work is to take its enduring form; plainly, granite and marble are unfit materials in which to render such forms. Bronze is the only material that possesses the requisite strength to meet the demands likely to be imposed by the sculptor in compositions of this character.

The sculptor, esthetically speaking, has but one limitation, that is, he must not for one moment ignore the silhouette of his work as it looms up between the beholder and the background which in most cases is the



SILHOUETTE OF THE DOUGLASS TILDEN MONUMENT ILLUSTRATING THE IMPORTANCE OF SILHOUETTE IN STATUARY.

the child in men, that they are always seeing old men's faces in the profile of some mountain, legions of Napoleon's vanquished army in the cloud forms of some sunset sky, an elephant in a mass of foliage on the horizon—in other words, men instinctively see the silhouette rather than the form in masses that stand between them and the light.

The recognition of the importance of the silhouette is essential to the proper appreciation and consequently the proper criticism of works of this character. The pedestal as well as the statuary upon it must observe the same law. That this regard for the silhouette in equestrian statuary has always been observed by masters in this branch of sculptural art will at once become evident by a survey of some of the noted pieces to be seen in and about the squares of our cities, some of which are illustrated here.

That it is constantly looked for by competent critics may be illustrated by a few quotations from Lorado Taft's work on *American Sculpture*—himself a sculptor of no mean ability—speaking of Brown's Washington, standing in Union Square of New York City, he says, "The silhouette is simple and compact, yet full of animation." Commenting upon Ward's General Thomas, to be seen in the City of Washington, he has this to say, "While the charm of the modelling is lost to some extent, the contour of horse and rider against the sky is unusually expressive." Of St. Gauden's Sherman, now at the entrance to Central Park in the City of New York, and describing the beauty of the group as he first beheld it amid its surroundings at the Pan-American Exposition at Buffalo, he expresses himself thus, "Beyond was the mirror of smiling waters, then the distant bank, and finally the arch of blue sky, against which was silhouetted the white

studied, for while few look closely at an equestrian statue, all get an impression of it."

We have purposely quoted Mr. Taft as, apart from his ability as an artist, he ranks high as an instructor, which fact lends force to his remarks.

But, it will be asked, what about the rider? We have said that the sculptor has but one limitation, the silhouette, and we all know that beauty of silhouette



ST. GAUDEN'S STATUE OF GEN. JOHN A. LOGAN,
CHICAGO, ILL.

(See article on "The Importance of Silhouette in Equestrian Statuary.")

depends upon irregular jagged contours and occasionally within the mass, perforations of light, which fact makes a tree more lovely and lace-like when viewed against the light than a solid mass of rigid unbending contour, such as a wall or a house; loveliness is the attribute of curves and details, dignity resides in straight lines and ponderous masses: Now, the pedestal gives us the mass and the figure of the rider, whether erect or crouching, gives us the straight line—the straight line of the center of gravity—and this combination of mass, delicacy and poise explain in part why a successful equestrian is a magnificent achievement for it is a composition in which are united dignity and grace.

The pedestal, while satisfying the need for mass, must not be merely a block, it should be more than a box-like affair upon which to perch a group, its profiles should be designed with simple dignity and in harmony with the subject it is designed to exalt by holding it aloft to the gaze of the passer-by. The most successful pedestals are those of simple profile and studied proportions; over-elaboration of the pedestal thwarts the object for which the pedestal exists; this failing is most common in German monuments as will be seen by looking at Rauch's equestrian of the Great Elector and also his Frederick the Great. If, however, our trans-Atlantic friends are prone to over-



BROWN'S STATUE OF WASHINGTON, UNION SQUARE,
NEW YORK.

(See article on "The Importance of Silhouette in Equestrian Statuary.")

mass." In speaking of Bartlett's Lafayette, of the Place du Carrousel in Paris, and of the requirements which correct esthetic taste dictates and which Bartlett's skill met and so successfully fulfilled in that magnificent composition, he declares, "Whatever its inspiration, it must be decorative in effect; it is part of an architectural scheme. The silhouette must be fully

elaboration in this regard, the earlier examples of American work were of an almost archaic type, probably due to a desire, on the part of those having in charge the financing of the undertaking, to economize.

Memorial art—and within that term are included equestrians—cannot disentangle itself from reminiscence, for it exists to perpetuate the memory of the glories and achievements of the past, so that one may be willing to be indulgent toward a writer upon this topic if he turns aside occasionally in the by-paths of historical reminiscence to dwell for a moment upon the characteristics which should shine forth in the portrayal of a particular cavalier—we here use cavalier in its etymological and primitive meaning, one who rides a horse; a horseman. (Perhaps not a little of the word's present additional meaning, of gallantry and courtliness was contributed by the faithful and graceful equine servant who carried his master around as though his master were a king, even though he was but an ordinary man when a-foot, so easily do appearances pass for realities!)

Erasmus da Narni was commander of the Venetian Army in the days when Venice was an independent state, and though a mercenary, he was an exception to the general run of condottieri or military leaders of his day in that he fought with a singleness of purpose uncommon to those of his class; perhaps it is too much to say he fought—rather he retreated, for one of his most brilliant achievements was the successful conduct of three thousand horsemen and two thousand infantry over mountains covered with snow, through rivers swollen with autumn rains and over damaged roads till at last they reached the Lombard plain. All this required great determination and great coolness, knowing of which we are prepared to appreciate Donatello's representation of this Narni, or Gattamelata as he was better known, for he has given us not so much of the dashing military leader as of the determined unassuming strategist that his subject truly was.

Contrasted with this dogged though talented XVth century condottiere I wish to bring up the figure of a dashing military leader of the XIXth century who while not the most conspicuous figure in that inter-necine struggle of 1861-1865, was nevertheless a remarkable figure in a remarkable epoch. In St. Gaudens' masterful representation we can read all those intrepid qualities which united to make General John A. Logan the dashing leader that he was.

Coming to the work of another modern we have in

the Apotheosis of St. Louis by Charles H. Niehaus, a work first destined for the St. Louis Exposition, illustrated in November, 1906, issue. It has many of the trappings and much of the gorgeousness of medieval knighthood; in this group is illustrated the telling effect of an equestrian well poised to which quality I have already alluded.

These are but few of the many characteristic equestrians which might be mentioned; they have been selected at random more to illustrate certain dominant features, which must pervade all good work of this class, than as typical specimens of equestrianism in art.

To return for a moment to the question of the silhouette and the possibility of an otherwise well modelled group becoming grotesque, let me show a case in point in which Douglas Tilden's Monument to California

Volunteers, erected some years ago in San Francisco, looks like an elephant with uplified trunk and bearing a rider on his back. The group in another aspect is truly beautiful.



JACKSON STATUE, LAFAYETTE SQUARE, WASHINGTON, D.C.

An early American work by Clark Mills, showing the box-like pedestal effect referred to in article on "The Importance of Silhouette in Equestrian Statuary."

edness, \$11,700; profit and loss, \$4,885.79; total, \$92,063.08.

WAUPACA, WIS.—The stockholders of the Waupaca Granite and Quarry Company held a meeting in Chicago on March 4 and elected A. Aggerbeck president and W. B. Johnson secretary and treasurer. The board of directors will be completed at the next meeting, to be held in the near future. Messrs. Aggerbeck and Johnson own the controlling interests in the company, the Oshkosh parties being entirely out. Plans are being made for new buildings, and a new crusher is in operation.

MONTPELIER, VT.—Practically all the quarries in the state have sent specimens to the office of the state geologist, to be included in the Vermont exhibit at the Jamestown Tercennial Exposition.



RAUCH'S GREAT ELECTOR, BERLIN, ALSO ILLUSTRATES THE MUCH DECORATED BASE COMMON IN A GREAT MANY GERMAN WORKS.

(See article on "The Importance of Silhouette in Statuary," page 13.)

Sheridan Monument Commission Cancels Contract with J. Q. A. Ward, Sculptor.

After fifteen years of exasperating delays and controversies, the Sheridan Statue Commission has formally rejected the model made by J. Q. A. Ward, the New York sculptor, for the equestrian statue of Gen. Philip H. Sheridan and has cancelled the contract made with him in April, 1892, when he undertook to design and make a suitable statue for \$30,000.

At that time Mr. Ward was regarded as an artist of distinction, fully competent for the work. He had designed the statues of President Garfield and General Thomas, two of the most notable already erected in Washington, and he promised that his Sheridan should be the greatest work of his life. He was directed to proceed with the work, and \$2,500 was advanced to him at the time. For one cause or another he has not been able to produce a design satisfactory to the parties in interest, and the commission, which now consists of Secretary Taft, Senator Wetmore, Representative McCleary and Lieut.-Gen. H. C. Corbin, the last representing the Society of the Army of the Cumberland, has finally been regretfully compelled to cancel the artist's contract.

Congress made the appropriation for this statue in the act of March 3, 1891, at the same time authorizing statues of General Hancock and General Logan, which have been in position at the national capital for several years. Mr. Ward has been unable to produce anything which would satisfy himself and at the same time meet the approval of the others concerned. About ten years ago he made one model, which was enthusiastically approved by the Society of the Army of the Cumberland, which started the movement for a Sheridan memorial at Washington at its annual re-

union in Chicago in September, 1888, and which eventually led to the congressional appropriation of \$50,000 for the statue. Mr. Ward, however, destroyed this model, as it did not meet his ideals, and a few months ago he completed another model, which is now in his studio in New York City, where members of the commission and Mrs. Sheridan, widow of the General, inspected it last fall. Neither the commissioners nor Mrs. Sheridan were at all pleased with it, and after several prominent artists had examined this model and reported on its artistic worth, the commission finally decided to reject it. The commission will meet again shortly to determine whether competitive designs shall be invited or whether the work shall be given to some American sculptor of ability willing to undertake the work.

The Labor Situation.

(Continued from page 12.)

of the irresponsible stone cutter voting to strike without giving a thought as to how the other fellow is to exist during the time of trouble.

The old agreement between stone cutters and granite manufacturers expired March 1, but a new one has been arranged for, whereby the cutters are to receive 40 cents an hour minimum from April 1 to Oct. 1, and 37½ cents from October to April 1, with a Saturday half-holiday for six months of the year. The Barre, Vt., arbitration clause covering disputes has been adopted.

At this writing, March 21, the Webb Granite Company of Milford has been approached by the committee from the Granite Cutters' Union, who were asking for an increase in wages from 40 to 43 cents per hour and Saturday afternoons off the year round. The request was refused.



RAUCH'S STATUE OF FREDERICK THE GREAT, BERLIN, ILLUSTRATES THE TENDENCY REFERRED TO IN ARTICLE ON EQUESTRIAN STATUARY, OF OVERLOADING THE PEDESTAL.

The Clay Tile and Its Imitations.

BY C. J. FOX, PH.D.

The clay tile is, beyond doubt, the best of all known coverings for floor and wall. Its artistic possibilities range from the plain white rectangular tile to the most highly colored and elaborate mosaic and faience work. Its hygienic properties are unsurpassed, as tiles are so hard that they cannot absorb dirt or moisture, even in the joints between them, which are filled with hard cement, and as they are very easy to keep clean. Its durability is vouched for by the existence to-day of tiles still in excellent preservation which were baked six thousand years ago in Babylon and Egypt. As the clay tile is born of the hottest of fires, its fireproof qualities are undoubted. As the original cost of the clay tile is not great, and as it lasts practically forever, it is, beyond all question, the most economical covering for floor and wall of all buildings which are built for anything more than the most temporary use.

Realizing the artistic and structural merits of the clay tile the public has begun to demand its use in many places, such as bathrooms, kitchens, corridors of public buildings, vestibules, hospitals, dairies and railway stations. In response to this public demand for tiling, there has sprung up a host of imitation tiles in every kind of material; wall paper marked like tiles, embossed papier-mâché wall coverings, sheet metal covered with enamel lined in the form of tile, glass cut into shapes resembling tile, and rubber handled in the same manner. All of these imitations are advertised extensively under the form and name of tile, and there is still a large portion of the public who

are not yet familiar, through actual experience, with the temporary and deceptive character of these so-called tiles. For thousands of years tiles have been made of clay and of no other material; the modern paper, tin, glass and rubber substitutes are sailing under false colors. Each of these materials has its

proper and useful place in building and in the other arts, but the floor and wall tile must be a baked-clay product.

The cheapest imitation of the clay tile is the wall paper with a tile design. Against this rather grotesque imitation there is not much to say, except that as soon as these "clay tiles" begin to tear and peel off, the entire wall covering, which was intended to be decorative, borders on the ridiculous. The same thing may be said of embossed papier-mâché, with this exception, however, that, although its wear is not longer than that of ordinary wall paper, its cost is considerably greater. It looks well to the untrained eye for a short time, but as soon as it begins to get shabby, the discovery of its deceptive appearance makes it appear ludicrous.



CRACKS IN GLASS TILE.

Sheet metal, such as tin and zinc, covered with enamel and lined or painted with the usual well-known tile designs and enamel colors, are frequently used for wall coverings; these sheets of tin or zinc are then tacked or pasted on the wall, and for a short time the purchaser imagines he has something which "looks like tile" and is "equally as good." His satisfaction is short lived, however, because, after a few weeks, he discovers, what the dealer already knew,

that oil, paint and varnish will not adhere properly to zinc or other metals which are easily corroded, and that his recently purchased "paint" tiles are peeling off and become strewn around the floor. This is a very frequent sight in the cheaper lunch-rooms throughout the country. The restaurant-keeper knows that the tiled walls look neat and clean and will draw trade. But he makes the great mistake of running into the common extravagance of buying, at a slightly lower price, an infinitely inferior article. It would have been better for him to have purchased the ordinary tile-figured wall paper, for, unless it was torn by a knock or blow, it would last much longer than the painted tiles on sheet metal. Paper or sheet-metal substitutes for tile are extravagant and soon look absurd.

The glass tile is, of course, more durable than its paper or enamel rivals, but among its serious disadvantages is the fact that it is positively dangerous. These tiles are cut out of large sheets of glass to the size of ordinary tiles, and they frequently present a sharp edge, which becomes positively dangerous, especially in bath-rooms and swimming-pools, because, if the hand is merely drawn across the wall, the sharp razor-like edge of a projecting tile would tear the skin from the fingers. The back of the glass tile has small pieces of glass, called anchor bits, with which it is fastened to the cement or mortar. Changes of temperature in the room in which these tiles are placed frequently cause them to crack and fall from the wall, especially as the anchor bits which hold them in place are very insecure. Figure No. 1 illustrates the back of a glass tile before and after these little anchor bits have fallen off. Figure No. 2 shows portions of cement from which these tiles have fallen. The anchor bits remaining in the mortar are plainly visible. The next illustration shows a ceiling tiled with opalite, from which several of the pieces of glass

have fallen to the floor. Needless to say, a ceiling, from which large pieces of sharp glass are likely to fall at any moment, is rather a dangerous form of interior decoration. Another serious disadvantage of the glass tile is that the streaks and undulations, so frequent in common cut glass, and the mirror-like reflections of all glass, give the wall covered with them a cheap look in comparison with the soft mellow surface of the glazed tile. Glass is one of the most useful materials known to man. Its use in some portions of the house is absolutely essential. But as a tile, it is a lamentable failure from a constructive, from an economical and from an artistic standpoint.



GLASS TILE FALLEN FROM CEILING.

By a diligent system of advertising, the manufacturers of the latest imitation of tiles, that made of rubber, are trying to force their product upon the public. Rubber is in many respects an excellent floor covering. It is impervious to moisture, and in some respects pleasant to walk on. When reasonably pure it is also very durable. Its successful use in the tires of modern vehicles proves this. But the rubber tile, in order to be a successful competitor of the tile proper, has imitated its form and color, and thus abandons most of the good qualities of rubber proper as a floor covering. Rubber, properly vulcanized, is brownish black in color. In order to imitate white, blue, green, red and the other lighter colors of the tile, it is necessary to mix it with large quantities of inert mineral pigments, which weaken its qualities in direct proportion to the amount used. About ninety per cent of white paint must be mixed with the natural deep brownish black rubber in order to make a white-rubber tile. In other words, the white-rubber tile contains about ten per cent real rubber. To test the wear of these tiles, break one in halves and draw one corner across a piece of paper. You will notice that it makes a mark like a piece of colored chalk.

and if you look at the corner you will see that even the soft paper has worn it away. On the other hand, if you take a sharp steel blade and draw it with all your force along the surface of a baked-clay tile, you will see that it merely makes a mark like a lead pencil, and you will find that this mark can be easily wiped off with a piece of damp cloth.

The joints between the rubber tiles are, of course,



STEEL BLADE MARKING CLAY TILE LIKE LEADPENCIL.

not filled with cement and, therefore, absorb dirt and moisture readily. This moisture enters the wood below, and the rubber covering prevents it from evaporating.

Every one has noticed how a small crack in a rubber shoe admits almost as much water as a large hole, because in stepping upon damp spots the slit spreads, and the movement of the rubber in treading sucks in the moisture. In just this manner the jointing between the tiles sucks up the dampness. Thus, while large sheets of rubber covering a floor would keep it dry and clean, the rubber tiling keeps it constantly damp and soon causes the wood to decay. The rubber tile is, therefore, very unsanitary, in addition to being perishable. Another valid criticism of rubber as a floor covering is that in a hot room or in hot weather its odor is rather sickening. Like the glass, tin, zinc and paper imitation, the rubber can compete with the real tile only through the aid of an extensive advertising campaign, in which its virtues are heralded to the American public, who are, unfortunately, as yet more or less ignorant on the subject of the real clay tile.

The only tile which has the right to be placed in the same category with the clay tile is that made of marble. Without meaning to class marble among the materials from which the imitation tiles are made, it might be well for this article to set forth some of the relative properties of clay and marble as a floor covering. Unlike clay, marble is somewhat porous, and

as such can absorb dirt and moisture. Unlike baked clay, marble can be scratched like steel, and all marble floors subjected to frequent use soon become much worn by the nails of the shoe. Glance at almost any marble stairway and you will see how the stone is worn away by the action of the shoes; yet if there happens to be tiling at the top or bottom of the stairs, you will see that the tiles do not show the slightest evidence of wear. Marble is a beautiful building stone, but it is too soft for floors.

The baked-clay tile is the ideal covering for floor and wall from the artistic, the constructive and the economical standpoint. As soon as the American public comes generally to realize this fact, the manufacturers of fictitious tile will have to seek other occupations.



Correspondence.

We recently had a letter from one of our subscribers, canceling a subscription to our paper, for the following reasons: "We like your paper very much, but have not the time to read it." How nice it is to have a business in which one cannot devote at least twenty minutes during the day or evening to reading items which may save a day's work occasionally. When we say a day's work, we mean it; and when you save that time, it saves dollars. It pays any one in any trade to read the technical publications. Of course in all trades there are the good and the bad, or, rather, they are all good; but some are better than others. They are all worth reading.

We find this a very interesting and helpful publication and peruse its columns with interest and benefit. Wishing you a prosperous year and hoping to drop



RUBBER TILE MARKING PAPER LIKE CHALK.

in and see you in the near future we are Wm. H. Edison & Co., Port Chester,

(Continued on page 27.)

SULLIVAN AIR COMPRESSORS

The Sullivan, Class W J. Belt Driven Duplex Compressor, shown here, is particularly suited for quarry use.

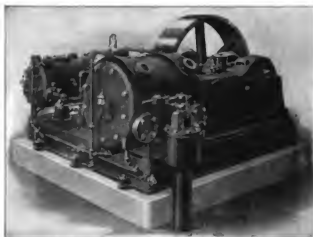
All working parts are enclosed in a dust proof housing and are self-oiling.

The air end is compounded, and the valve motion secures high efficiency.

The machine is self-contained and is very strongly, but simply, constructed.

New Catalogue, No. 58 G

ROCK DRILLS CHANNELERS



SULLIVAN MACHINERY CO.

Birmingham, Ala.
Butte
Claremont, N. H.

Denver
El Paso
Joplin, Mo.

Railway Exchange
CHICAGO, U. S. A.

Knoxville
New York
Pittsburg

Salt Lake
San Francisco
St. Louis

Comprehensive.

Some "home-made" advertisements are quite amusing when they get into print, says an exchange. Here is the soul-thrilling announcement of an enterprising Nova Scotia merchant just as he keeps it standing in his own town paper:

*A. B. FORREST,
Dealer in*

*Soft and Hard Coal, Ice-cream, Wood,
Chocolate Caramels and Tar Roofing,
Lime, Cement, Perfumery, Nails,
Putty, Spectacles and
Horse Radish.*

*Plumbing, Gas Fitting and Under-
taking in all its Branches.*

*Hides, Tallow and Maple Syrup. Fine
Gold Jewelry and Silverware,
Salt, Glue, Codfish and
Gent's Neckwear,*

*Steam Fitting and Fire Extinguishers, Undertaker and
Confectioner.*

*Diseases of Horses and Children a
Specialty.*

—Printers' Ink.

Book of Credit Ratings for 1907-08.

PUBLISHED BY A. M. HUNT & CO., 43 TREMONT ST., BOSTON.

On the 1st of June we shall issue our seventeenth annual edition of the "Book of Credit Ratings" for the marble and granite trades of the United States and Canada. This, as with past issues, will be as near perfect as money and attention can make it and will be a complete list of the dealers in the lines mentioned above, together with the granite manufacturers and quarry owners, both in marble and granite.

We shall make the following additions: there will be designated the dealers who purchase rough stock, both in marble and granite, for monumental work, and also the dealers who do not carry a stock of monumental work, but sell from design only. This latter feature we have used in the past, but it has never been as complete as we desired to have it, and for this reason we have put forth a special effort on the forthcoming edition, and it will be practically complete in this respect. No other book has these features, for reasons which will be readily understood.

We have used, altogether, six different sources of revision, so adapted as to correct each other. In this way we are endeavoring to uphold the reputation we have had in the past for furnishing reliable commercial reports, which cannot be brought about other-

(Continued on page 22.)

Full Duty on Granite.

In a decision by General Appraiser McClelland, the Board of United States General Appraisers Feb. 19 overruled the protests of J. Ruthe *et al.*, Port Townsend, against the assessment on an importation of rough granite of duty on a greater number of cubic feet than the importation actually contained. No

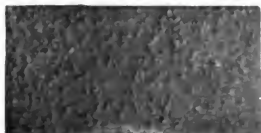


FIGURE 1.

(See article on "The Clay Tile and Its Imitations," page 17.)

complaint was made in regard to the rate of duty, but it was held by the importers that the collector's method of measurement was wrong, as it did not harmonize with the rules followed by the importer and the seller of the stone.

It appeared from the evidence that each stone contained in the importation was quarried to conform as nearly as possible to specific dimensions furnished by the importer, and that there was no attempt before importation to trim or cut the stones to conform to such dimensions any nearer than as they came from the quarry bed. It was, therefore, claimed on behalf of the importer that there is much waste in the cutting of the stone to the exact dimensions after importation.

This was illustrated by the statement in evidence that if a stone 4 feet square is ordered, the quarrymen will lay to cut a stone 4 feet 6 inches or 4 feet 7 inches long, and this, it is claimed, is necessitated by the fact that it is impossible, with any degree of certainty, to quarry a block within 6 inches of what is to be the dressed measurement. Because of the methods used in drilling, plugging and wedging to get the blocks out, they come in irregular shapes, the errors sometimes running to a point. For such excess of measurement over what the stone will show in the dressed state, no charge is made upon the importer by the quarryman, and for this reason it was contended that duty should not have been assessed on any such excess of measurement.

Appraiser McClelland bases his decision overruling the protests on paragraph 117 of the tariff act, which,

he holds, specifically provides for undressed granite. Paragraph 117 prescribes duty at 12 cents per cubic foot.

Song of the Dust.

I'll sing a song, it won't be long,
But sing it, boys, I must;
Of our common foe, you all well know,
I mean that thing called—dust.

We pound away eight hours a day,
To earn our bread we must;
To the shed we go, to make our dough,
And fill our lungs with—dust.

To the boss we go with our tale of woe,
And tho' he knows our cause is just,
We get no help but the world-old yelp,
"We are in this for the—dust."

A cough we take, our lungs they ache,
Stone-cutting then be cursed;
We'd drop it all, but that would call
For a good big pile of—dust.

Then the Doc, comes in and takes our "fin,"
And counts off sixty, just;
"A rest go take for your health's sake,
Or you'll soon be back to—dust."

When we are still, having sucked our fill,
And lay us away they must;
With "God rest your soul" they'll dig a hole
And put us in the—dust.



FIGURE 2.

(See article on "The Clay Tile and Its Imitations," page 17.)

When the paper's read which says we're dead,
Some folks will have the crust,
On God's holy name to place the blame,
When the guilty one's the—dust.

Let's go in strong to fight this wrong,
Ne'er let our weapons rust,
Till with victor's shout, in utter rout,
We make it bite the—dust.

W. B. Mattocks, in the *Granite Cutters Journal*.

IF YOU SFT monuments, large or small, you will require Meyer's German Cement, which is sold in any quantity by the Harrison Supply Company, 5 and 7 Dorchester Ave. Extension, Boston, Mass.

Book of Credit Ratings for 1907-08.

(Continued from page 20.)

wise. Our book is the only one which is thoroughly revised each year.

Your new salesman will appreciate a copy of it, and it will save one-half its subscription price in postage for circular and other work, and the other half will be saved in car-fares for your salesman.

The coming book will have a thumb index, the same as the past year. Without egotism, we believe



Not for twenty-five years has the granite industry experienced such a hard winter as this year. During the first two months of the year there were but very few days when it was possible to work, and even then it was at a disadvantage, so that the manufacturers were money out of pocket. During this time work in the quarries has been out of the question, so that orders for rough stock have been accumulating very fast. The result is that, while the quarries are over-hardened with orders, the cutters are unable to get rough stock and are, therefore, laboring under a handicap, for they are unable to get their Memorial Day orders along, so that they can be delivered on time. All of the manufacturers report that they have a bunch of orders on hand, but are unable to do much on them, for lack of stock.

A trip through the quarries shows them to be covered with snow, and in many cases the bottom of the quarries are covered with from twelve to fourteen inches of ice. Some little work is, of course, being done in them, but it is so small that they cannot begin to fill orders.

All of the manufacturers seen this month report that business, which has been at a standstill, has begun to pick up, and that the indications are that the year's volume of business will exceed that of last year. The orders show an unusual number of good-sized jobs, which can be taken as an indication of prosperity, for during the past few years a larger part of the orders have been for medium and small-sized work.



Purvis Salom, 1906.

HUNTRESS ON THE ALERT.

it will be more correct and up to date than any book of its kind that has ever been issued, and we invite comparison.

Our reporting department is more thorough than ever before. We take especial pride in this department, as upon its accuracy depends the whole system.



HARRISBURG, PA.—H. U. Coble has sold out his branch at this point to I. B. Dickinson.

TOPEKA, KAN.—The local press speak of H. Schroeder as an expert sculptor and also in the following vein: "He is constantly smiling, and has a cheery word for every one that passes. There is sufficient evidence of his skill in the odd pieces of work to be found scattered about the shop. He has in his shop one specimen in particular, a statue of an angel, marvelous in its delicacy of execution."

WAUSAU, WIS.—W. W. Walker, who lately came to this city from Waukegan, has purchased the interest of P. S. Peterson in the granite and marble monument works opposite Pine Grove Cemetery. The works will now be conducted by Messrs. Smith & Walker. Both are practical men and have had long experience in the business. There will be quite extensive improvements made in the works.

BOSCHONET, WIS.—R. S. Olmstead has formed a partnership with E. F. Pernot in the monumental business.

(Continued on page 31.)



Purvis Salom, 1906.

DANAIDE.

During the month of February bush-hammer thieves were around again, and several places were visited, and hammers stolen. Some of these were recovered by the police in Boston pawnshops, and the thieves arrested and brought into court, where heavy fines were imposed.

The large blacksmith shop at the Dell quarry, owned by the Quarries Company, was destroyed by fire early in March. The cause of the fire is somewhat of a mystery, but it is believed to have been the work of an incendiary. The loss on the building and contents was in the vicinity of \$1,200. A small building near the shop, in which was stored a quantity of gunpowder and dynamite, was saved by hard work on the part of the fire department.

Alexander Falconer has commenced work installing machinery at the old McKenzie & Patterson quarry, which he recently purchased from the syndicate. An engine and boiler has already been installed, as well as a 410-foot air compressor, with which he will operate plug drills and other quarry machinery. Mr. Falconer says that the outlook for business is good and that he has a good lot of orders on hand. His quarry produces a fine quality of granite, and he anticipates a good demand for it.



Paris Salon, 1906.

JOAN OF ARC.

C. A. Swingle & Co. report that they have a good run of work on hand at the present time and that they are rushing to make up for the time lost during the weather when it was impossible to work. They have some few good-sized jobs on hand and a large number of the medium sized. They say that it will be a case of hustle from now on to get the Memorial Day orders finished and shipped in time to be set up. They intend, however, to see to it that no customer is disappointed, if they can help it.

W. T. Spargo reports having a good run of work on his books, which includes several large jobs. Among his large work are three all-polished dark Quincy sarcophagi jobs, whose bases are as follows: 8-10 x 5-7 x 1-8, 10 x 5-9 x 1-8 and 9-10 x 6-4 x 1-6. He also has some elaborately carved monuments of Western granite to cut. He is running his full gang of men, but will have to put on additional help as soon as the weather permits.

The Merrymount Granite Company have plenty to do at the present time, both at their quarry and at their cutting plant. They are at present at work upon

an all-polished building job, which they are bending every effort to get off soon. The job is of their own stock and will be all polished. It is for the Central Union Telephone Company at Indianapolis, Ind.

The Quincy Column Turning Company are at work upon a handsome monument of dark Quincy stock. The job consists of a round base that is 5-6 in diameter, and is to be surmounted by a ball that is 5 feet in diameter. The base and ball are to be all polished. They also have considerable other turning work on hand. They are experiencing the same trouble in getting rough stock as are most of the firms in the city.

Roger J. Murphy, who recently embarked in the granite-manufacturing business, under the firm name of Murphy & Igo, died quite suddenly this month, after a brief illness, of pneumonia. He was thirty-three years of age and left a widow and several small children.

Returns from the two shipping terminals for the month of February show a falling off from the previous month. Considering the weather, however, this is not at all surprising. The total for the month was 3,369,784 pounds, or 4,150,202 pounds less than January.

Of the February shipments, 3,018,449 pounds, and Quincy forwarded 2,008,649 pounds, and West Quincy and the Quarry Railroad 1,271,135 pounds.



Paris Salon.

NIXIA DANCER OF POMPEII.

Joseph Walker of the Aberdeen Granite Company, when seen this month, said that he was well satisfied with the way trade was opening up for spring; that, while business had been a little quiet during the month of February, it had begun to pick up, and that spring orders were now coming in fairly well. He further said that he had already booked quite a few orders for early spring delivery. Most of these orders were for medium-sized work, although he had one or two jobs that were larger than the average. Most of his work is to be cut of dark Quincy stock, which he has some difficulty in getting as fast as he would like.

M. Monahan is one of the firms that has kept his full force of men at work every day possible the past winter. The result is that he has his early spring orders well along, so that they can be shipped in good season and can readily be set up before Memorial

LARGE AND SMALL monumental concerns have found in our Wonder Cement something that they require in stock at all times. Write for particulars to the Harrison Supply Company, 5 and 7 Dorchester Ave. Extension, Boston, Mass.

DO YOU USE Sponges? We can sell you Sponges that have been carefully selected for the monumental trade exclusively. Write for particulars to the Harrison Supply Company, 5 and 7 Dorchester Ave. Extension, Boston, Mass.

Day. Spring orders are coming in quite plentifully, so that he is assured a good season's work. He has several good-sized sarcophagi jobs among his new work, to be cut from extra dark Quincy stock.

Luther S. Anderson of the Granite Railway Company reports business as being a little quiet, although the company has plenty of work on hand. Their work includes several good-sized sarcophagi monuments, to be cut of extra dark Quincy stock, and are to be all polished. They also have a number of smaller sized work. In their quarries they have plenty to do getting out stock for their own work, as well as filling numerous orders for local firms.

Alexander Mundie has an unusual large number of orders on hand for this season of the year and is rushing to get as many of them off before Memorial Day as possible. Among his new work is a handsome dark Quincy sarcophagus monument, whose base is 7 x 5. The monument is to be all polished.

McGilvray & Jones are still hard at work upon a large tomb job, which they hope to have finished and set up before Memorial Day. They also have a good run of smaller work on hand that calls for early spring delivery.

Maguire & O'Heron of East Milton, Mass., on Feb. 27, shipped the largest piece of dark blue granite that has been quarried in this section for some time. It was so large that their modern derrick could not handle it, and it was necessary to roll it from the sled, on which it was transported to the railroad, to the car.

We have received from C. A. Swingle & Co. a coin purse, made of leather, intended for distribution among their customers, prospective and otherwise, one of the neatest novelties that we have seen this season.

Birnie & Diack are showing a fine line of finished work at their shed that has been cut during the winter months and which is now waiting to be shipped. It is largely of the medium-size kind, but is a good sample of the kind of work which they turn out.

D. E. Cameron says that he is very busy at the present time getting his Memorial Day work ready for shipment. The weather has been such that it has put him behind somewhat, and it is now a case of hustle to get the jobs off on time. He has a good supply of new orders for spring work on hand.

Milne & Hector have been finding it difficult to get all the men they desire, which has been somewhat of a handicap. Among the large work which they have on hand is a soldiers' monument for Medfield, Mass. The monument will be cut of Westerly granite, its base being 6 x 6. The job stands to feet high. They are also cutting an all-polished sarcophagus job whose base is 9-4 x 5-6.

Joss Brothers Company have several large Westerly granite jobs under way at the present time. They also have some good-sized Quincy work, which will be all polished. They report that business is booming just at the present time.

One of the busiest places in the city at the present time is that of A. M. Dean & Co. They are rushing both at their cutting and polishing mill, especially at the latter, where they have quantities of work in addition to their own. They report that there seems to be an unusual demand for polished work this season.

Deacon Brothers, as well as other firms seen this month, are busy and expect to be for the balance of the season. They have been busy shipping finished product during the past few weeks and already have sent off several car-loads, and there is more to go. They have a good line of new orders on hand for the summer work.

J. F. Desmond reports that he is very busy at the present time. The winter was so severe that it was not possible to do a deal of work, so that the past few weeks it has been a case of hustle to get monuments completed that must be shipped the coming month. He has several good-sized jobs on hand at the present time.

The granite men have been greatly handicapped at South Quincy the past few weeks by the poor facilities for shipping their granite. There is practically but one derrick at the railroad that can be used, and this, with lack of sufficient cars, has made it a trying time. Day after day there has been a long line of teams loaded with granite waiting for an opportunity to put their load on the cars. At times there have been as many as twelve teams at a time waiting, and some of them have had to wait three and four hours for their turn. It is very exasperating, both to the teamsters as well as to the manufacturer, and also very expensive and cuts a big hole in the profits. The local Board of Trade and Citizens' Association have taken up the matter, and it is hoped that they may be able to accomplish what the manufacturers have failed to do.

Prout Brothers have plans underway for practically the building of a new granite-cutting plant. The plans call for new sheds, with a traveling derrick, a large polishing mill and the installation of an air compressor and pneumatic tools of various kinds. Part of the machinery has already been contracted for, and active work on the proposed plant will be commenced at an early date. They expect to expend about \$15,000 before the plant is perfected.

McDonnell Brothers are busy shipping their early spring work, upon which they have been at work all winter. In their yard there can be seen several handsome monuments of the sarcophagi design awaiting to be shipped to their destination.

Forbes, Craig & Co. are busy getting out an all-polished building job for a bank in Pennsylvania. The

OUR GOODS ARE NOT the cheapest, but are positively the best that money and experience can secure. Harrison Supply Company, 5 and 7 Dorchester Ave. Extension, Boston, Mass.



A.



B.



C.



D.



F.



E.

"GRANITE, MARBLE AND BRONZE," APRIL, 1907.

SIZES:

A	2	—	0	1	—	2	1	—	4
B	2	—	2	1	—	2	1	—	2
C	2	—	0	1	—	4	1	—	2
D	2	—	0	1	—	2	1	—	4
E	1	—	10	1	—	0	1	—	6
F	2	—	8	1	—	8	1	—	11

PRICE:

Barre Granite	.....	E	Y	each
Westley Granite	.....	T	E	each
Troy White Granite	.....	T	Y	each
Concord, N. H., Granite	.....	E	Y	each

W. A. MURPHY, BRONZE.



"GRANITE, MARBLE AND BRONZE," APRIL, 1907.

DIK 3—0 x 1—3 x 3—10
 BASK 1—10 x 2—1 x 1—5

PRICE:

Barre Granite N T
 Westerly Granite C I I
 Quincy Granite G E
 Troy White Granite C I I

building, which will be thirty-two feet high, will have a number of fluted and carved columns and will make an imposing structure when completed. Several carloads of the job have already been shipped.

J. S. Swingle is unusually busy at his quarry, where orders are coming in thick and fast. His quarry produces a handsome grade of dark stock with a fine grain, which makes it particularly desirable for monumental purposes. The result is that orders are always plentiful. Everything in the way of modern appliances for the quarrying of granite can be found at his quarry, and all orders are delivered promptly, which, doubtless, accounts for the large trade that he has.



WANTED.—A correspondent for this department.

It is stated there is good sleighing in Vermont every month in the year, except August. We can state understandingly that there is snow in Vermont every month in the year, but not good sleighing. We remember of seeing in the month of August, on the top of Mt. Mansfield, in a cave, both snow and ice, and indulged in a snow-ball game. This perhaps is the basis for the statement that there is sleighing every month in the year, except August.

Be that as it may, this year, after the snow had practically all disappeared, on the night of March 19, a foot of snow fell, which was accompanied by a very strong wind; and one who has been in Vermont can imagine the condition of the country roads, both in the valleys and on the mountains, under such conditions.

One of the great events in Vermont—namely, the tapping of the maple trees,—had commenced, but the snow and cold weather put a stop to that entirely, and it will, of course, sever to cause some delay at the quarries; but it is wonderful how quick the snow problem is taken care of in this section. Each town has its own road roller, which rolls the snow flat, each town or city going to its own line. The process of ploughing the snow has entirely disappeared, and the new method fast solves the problem of breaking up the roads.

MONTPELIER, VT.—At a meeting of the directors of the Wetmore & Morse Granite Company, E. P. Coleman resigned as clerk, secretary and treasurer of the company to accept a lucrative position at Duluth, Minn., as general manager of the Great Northern Power Company. E. H. Deavitt was elected as clerk and treasurer in the place of Mr. Coleman, and F. G. Wheaton was elected secretary and appointed assistant manager for the remainder of the year, Mr. Coleman to retain his position as manager until the expiration of that time.

Mr. Wheaton has been identified with the Wetmore & Morse Granite Company under Mr. Coleman for some time and is thoroughly in touch with Mr. Coleman's ideas. Aside from this, he has a thorough knowledge of the business, having been identified with it for a number of years.

It is to be regretted that Mr. Coleman found it necessary to resign his position, but there could not have been a better selection for an assistant manager, and we have no doubt that the company will continue to prosper under its present management.

WATERBURY, VT.—Fifteen hundred dollars has been raised for the purpose of erecting a granite-cutting plant which will be occupied by A. C. Anair & C. L. Oclair, who are now conducting a granite business at Hardwick. They propose to employ eighteen men. After they have expended \$150,000 for help, the \$1,500 is to be theirs. Messrs. Anair & Oclair have been located in Hardwick for some time. They are thoroughly reliable and above the average, from a business standpoint.

At a recent city election in both Montpelier and Barre, the mayors elected for both cities are granite manufacturers. James Haley succeeds himself. He is of the firm of Dillon & Haley. John Robins, of the firm of Robins Brothers, succeeds William Barclay, of the firm of Barclay Brothers, who served, it is our impression, three terms. Mr. Robins is a man who has been in the granite business for years and is thoroughly posted upon it, being an expert in his line. The people could not have made a better choice to succeed the former mayor.

The Smith, Whitcomb & Cook Company find business exceptionally good. They have just shipped six of their well-known polishing machines to Quincy, Mass. The demand for these up-to-date polishing machines shows no falling off. Among other orders this firm have under way are a traveling crane and a boom derrick, the latter to be shipped to Canada. They are also building for the Wells, Lamson Quarry Company a boom derrick which will eclipse every derrick on the Barre quarry hill for size and lifting capacity. The material for this derrick weighs 7,000 pounds, the mast is almost 100 feet in height, and it will lift over 100 tons.

The Elat Granite Company report having an average amount of spring work on their books. They are running two gangs of cutters and are keeping well up to time with their shipments.

J. A. Martinson finds business very good. His recent contracts are all of a medium size and include a good selection of polished and hammered work. He is running at present one gang of cutters, but contemplates increasing his force in the near future.

IF YOU POLISH Marble, Granite or Stone you will require our CHILLED STEEL SHOT. A complete stock is carried by the Harrison Supply Company, 5 and 7 Dorchester Ave. Extension, Boston, Mass.

JOSEPH NEWALL & COMPANY
QUARRIERS & MANUFACTURERS
WESTERLY, RHODE ISLAND
BLUE, PINK AND RED WESTERLY GRANITE

Perfection in
monumental
work is
attained only
by carefully
selected
stock and
the best
grade of
workman-
ship



The only
company in
Westerly
doing an ex-
clusively
wholesale
business
We never
compete with
the retail
trade

NEWALL QUALITY
"THE STANDARD OF TWO CONTINENTS"
AND THE
HIGHEST ACHIEVEMENT IN MONUMENTAL ART

"THE PROOF OF THE PUDDING IS IN THE EATING"

Car shortage has troubled you greatly for several months. Do away with that irritator by sending your orders to us. Don't take our statement for it but try us and see.

GREARSON-BECKETT CO.

WILLIAMSTOWN, VT.

The Lane Manufacturing Company, Montpelier, have all the work at present that they can handle. They are getting out a twenty-ton electric traveling crane to the order of Novelli & Calcagni, Barre, and expect to have it all ready by the time the building of the shed is far enough forward to allow of its erection. The Lane Company have had an exceptionally busy season with orders for boom derricks, having shipped about thirty of these during the past winter.

Novelli & Calcagni report having booked a number of large contracts during the past month. They are well filled up with work at present and intend to start up more cutters in a short time. They have some large work ready for shipment, including a very handsome public monument, to be erected in Ohio this spring.



Among the Retail Dealers.

(Continued from page 22.)

THOMASVILLE, GA.—Mr. D. B. Price of Quitman has purchased a one-half interest in the Thomasville Marble Company. They intend to increase the capacity of the plant by employing a larger force and by the addition of improved marble-working machinery.

AUBURN, NEB.—Work was commenced, Feb. 15, on the marble yard belonging to the new firm of Stout & Andrews. The firm is composed of J. C. Stout and H. A. Andrews, both long residents of Auburn. Mr. Stout was for many years connected with Charles Neidhart, Beatrice.

DETROIT, MICH.—Cartwright Brothers are building a new cutting plant.

JACKSONVILLE, FLA.—The Southern Marble and Stone Company are having labor troubles and have declared for an open shop. They are offering \$3.25 per day of nine hours for non-union cutters.

ZANESVILLE, OHIO.—L. A. Moore, who has been engaged in the wholesale and retail granite and marble business in this city for the past thirty-four years, closed a deal whereby he retires from the retail trade, but continues his wholesale business, retaining office room at his present location, on Main Street.

Mr. Moore has sold his retail business to the Bessey Granite Company of Barre, Vt. The new owners acquire the stock, equipment and good will of Mr. Moore's retail business and have a lease on the present quarters, together with an option to purchase the property if they desire.

Earl Bessey will be the resident manager of the company.

By an arrangement with the new owners of the retail business, Mr. Moore will fill all orders now on hand within the next ninety days, but will take no new retail orders.

BRIDGEPORT, CONN.—Thomas Langdon and John T. Sexton filed a petition in bankruptcy in the district court of the United States, Feb. 11. They made oath that they were not possessed of sufficient money to pay the filing fee of \$30. They have partnership liabilities of \$4,243.46 and assets of \$3,000. Langdon has personal liabilities of \$5,069.92 and assets of \$3,300, of which \$3,200 is value of encumbered real estate. Mr. Sexton has debts of \$225 and no assets.

HAVE YOU HEARD about our Gardner Patent Marble Polishing Wheel? If not, write us at once for particulars. It is a wonder. Harrison Supply Company, 5 and 7, Dorchester Ave. Extension, Boston, Mass.

DO YOU USE Pneumatic Hose? Our five-ply 3/8 inch Pneumatic Tool Hose is the finest manufactured. You can prove this for yourselves. Harrison Supply Company, 5 and 7 Dorchester Ave. Extension, Boston, Mass.



GONE !

300 "DALLETT" Junior Surfaces !

They were sent out on 15 days' trial, in most cases in competition with other makes, and have never come back—even though it was understood we were to stand the freight if they did. Our customers preferred to pay the price.

Did one of these 300 machines go to YOUR plant? If not, why not install a "Dallett" this Season? They are within the reach of every stone-worker, and their record guarantees both their value as an investment and their superiority over other machines on the market.

Our NEW BULLETIN would interest you—write for a copy.

THOS. H. DALLETT CO.,

23RD AND YORK STREETS.

PHILADELPHIA, PA.

CINCINNATI, OHIO.—The two attachment suits of E. Nelson High against the Columbian Marble Quarrying Company have been compromised and fully settled out of court, and an entry of dismissal was allowed. The first suit was upon a claim for \$3,924.54, and the second upon a claim for \$6,860.61. The terms of the compromise were not made public.

LUDINGTON, MICH.—Charles Caswell is now owner of the marble works on East Ludington Avenue, having purchased his father's interest in the same.

BOONE, IA.—A. J. Kelly has purchased an interest in the Bain Marble Works. Mr. Kelly has been engaged in the marble business almost thirty years.

ST. CLOUD, MINN.—The Agate Granite Works will build a new granite shed. The new shed will be 80 feet long by 40 feet wide. New machinery will be installed. The improvement will cost in the neighborhood of \$4,000.

DAVENPORT, IA.—The Schrieker & Rodler Company are building a new structure for their monumental business. It will be 140 x 66 of brick.

SYRACUSE, N. Y.—The Sanborn Granite Company has been incorporated. Capital, \$25,000. George W. and Cora Sanborn of Utica are among the directors.

WASHINGTON, KAN.—The Washington Marble and Granite Works are employing four men and are equipped with pneumatic tools and polishing machine.

DELRIN, IA.—Charles V. Spezia has recently installed a pneumatic tool and polishing plant, at an expense of about \$1,000.

NEW CASTLE, IND.—The New Castle Marble Works have been moved to South Eighteenth Street.

BEDFORD, IA.—The Iowa & Missouri Marble and Granite Company are reported as doing a good business. They have four cutters at work.

SAC CITY, IA.—H. G. Mittelstadt has moved into new quarters.

DETROIT, MICH.—The Detroit Marble Works have filed notice of dissolution.

GREENSBURG, IND.—H. H. Dowdon has taken his son into partnership, and the business will be operated in the future under the name of H. H. Dowdon & Co.

LANCASTER, N. H.—Baker, Cummings & Baker have sold their granite and monumental works on Middle Street to John H. and Fred Emerson and Abner Bailey. The style of the new firm will be Emerson & Co., and they have purchased all the property used by Baker, Cummings & Baker in the business, except the horses.

BROOKLYN, N. Y.—Adler's Granite and Monument Works, Manhattan, recently incorporated. Capital, \$50,000. Incorporators: H. Adler, Harry Adler, H. Sanders, New York City.

CROOKS & McLEAN recently incorporated their business under the name of the Crooks & McLean Company. Capital, \$30,000. Incorporators: E. C. Crooks, Carthage; J. W. McLean, Gouverneur; H. Hill, Bonville.

ONEIDA, N. Y.—D. M. Hurley is now sole proprietor of the Oneida Granite Works. He is reported as doing a good business.

ZANESVILLE, OHIO.—At the receiver's sale of the business and effects of the late wholesale granite firm of Moore & Pinkerton recently, L. A. Moor purchased the orders and business of the firm and will carry forward the business of that institution.

BY USING OUR Gardner Hand Polishing Blocks you do away with Grits, Hones and Pumice. Write for particulars to Harrison Supply Company, 5 and 7 Dorchester Ave. Extension, Boston, Mass.

OUR SALES FOR the Perfection and Marble City Polishing Machines are increasing rapidly. Send for catalogues to the Harrison Supply Company, 5 and 7 Dorchester Ave. Extension, Boston, Mass.

Barre Pneumatic Tools

SURFACER TOOTH CHISELS

Made of 1 1-2 inch sq.
stock for large and 1 3-8
inch for small machines.
Nothing but the very
best of material used.

PRICES

FOR LARGE SURFACERS

\$1.25

EACH

FOR SMALL SURFACERS

\$1.00

EACH

Everything in the
line of small
tools for working
Granite

PROMPT SHIPMENTS FROM STOCK

Trow & Holden

BARRE, VERMONT

SHEBOYGAN, WIS.—Wilbur M. Root has opened a new shop on Centre Avenue.

COLORADO SPRINGS, COL.—The Colorado Monumental Works has installed \$1,000 worth of modern machinery at its plant. The addition of the new machinery makes the plant one of the best equipped in the state. From ten to fifteen skilled workmen are employed.

MEMPHIS, MO.—M. W. Mount, formerly with Humphrey & Co., has made arrangements to put in a stock of marble and granite monuments.

ONAWA, IA.—A. G. Wight, proprietor of the Onawa Marble and Granite Works, recently sold a half interest in the works to E. J. Terry, a former proprietor of the Missouri Valley Marble Works. He will travel for the company, while Mr. Wight will look after the work in the shop. It is the intention to enlarge the business.

GREAT BEND, KAN.—W. J. Sams Monument Company have installed a pneumatic tool plant, operated by electricity.

MACOMB, ILL.—T. D. Kirk will build an addition to his present plant and add machinery for cutting stone.

MARIETTA, GA.—The McNeel Marble Company have secured the contract for a soldiers' monument, to be erected at Hawkinsville. It will cost \$3,000 and will be cut from Elbert County granite and surmounted by a marble figure.

KEWANEE, ILL.—W. P. Mumford has purchased the interests of George Craig in the firm of Mumford & Craig and will now have sole ownership of the business. The transfer includes all the real estate holdings in the place of business on Second Street and in the stone yards at the corner of Grove and Stokes streets. Mr. Mumford, who has been in the stone business here since he learned his trade, in 1891, managed Mr. Craig's interests from 1900 to 1903 and then bought part of the business, which he continued to manage to the present time, the firm name being Mumford & Craig. He will fulfill all contracts made by the firm and will finish the firm's cut-stone jobs, the largest of which are at the new Red Man Building and the library building.

TAUNTON, MASS.—Jeremiah F. Reagan, who recently filed a voluntary petition in bankruptcy, has liabilities amounting to \$23,541, of which \$246 is for taxes, \$392 for wages, \$17,589 is secured and \$5,213 is unsecured. The assets are estimated at \$5,113, of which \$2,500 is represented in encumbered real estate and \$1,325 in machinery and tools. There are about one hundred unsecured creditors.

BICKNELL, IND.—Matthew Atkinson and George M. Sappenfield have opened a monument business in the Hoelcher Building on South Main Street.

NEW HAVEN, CONN.—At a first meeting of the creditors in the bankrupt estate of Forrest L. Sherman, a dividend of five per cent was declared.

It is likely that other dividends will follow.

GRANITE, OKLA.—The People's Monument Company, recently incorporated, with \$25,000 capital stock. Incorporators: C. T. Black, M. D. Suitor and J. W. Elliott.

Proposed Monuments



Monumental News

RICHMOND, VA.—The movement of the employees of the Southern Railway, to raise a large fund for the erection of a suitable monument to the memory of Samuel Spencer, late president of the road, is assuming definite shape. The amount proposed to be secured is \$50,000. It has been decided that the monument shall stand on the plaza in front of the terminal station at Atlanta, Ga.

Gen. William W. Henry, United States consul at Quebec, Can.; Alexander Scott, of the Patent Office, Washington, D. C., and Ferd. Chase, of Loon Lake, N. Y., are members of a committee appointed by the governor of Vermont to secure a site for and erect a monument to the memory of the Tenth Vermont Infantry on the Monocacy battle-field at Frederick, Md.

COHUES, N. Y.—The members of the Monument Association are actively engaged in raising money for a soldiers' monument.

RICHMOND, VA.—Mayor McCarthy, March 16, signed the ordinance appropriating \$5,000 and granting a site for the proposed monument to Edgar Allan Poe, on condition that \$5,000 more be raised by the Poe Monumental Association of this city, which has the project for the monument in hand.

ALBUSTA, ME.—A \$100,000 memorial to the late Thomas E. Reed is contemplated by a Portland corporation, which receives its charter from the legislature. The promoters are Joseph W. Symonds, George M. Seiders, John Marshall Brown, John C. Small, Frank D. Marshall, Luther B. Roberts and George W. Beyer, prominent Portland lawyers and business men, and Augustus G. Paine of New York.

GONZALES, TEX.—At a meeting of the Daughters of the Republic of Gonzales County, the question of erecting a monument of Gonzales was discussed at length, and it is almost an assured fact that a monument, costing between \$3,000 and \$5,000, will be erected.

AUSTIN, TEX.—Senate committee on finance, March 12, submitted a favorable report to Meachum's bill, appropriating \$10,000 for the erection of a monument over the grave of Gen. Sam Houston at Huntsville.

WASHINGTON, D. C.—The house committee on the library Feb. 14 favorably reported a bill appropriating \$10,000 for a site and pedestal for the monument the G. A. R. is to erect in this city to General Stephenson, its founder. A bill appropriating \$50,000 for a monument to John Ericsson was also favorably reported.

OMAHA, NEB.—A movement has been started to secure funds for a monument to the late Count John A. Creighton.

NEW HAVEN, CONN.—There was set up in the lobby of the capital Feb. 18 a plaster model of the Defenders' monument, which it is proposed to erect, and for which the Defenders' Monument Association will ask the general assembly to appropriate \$10,000, on condition that the association raise a like amount, the amount necessary being estimated at \$20,000.

ST. GEORGE, N. Y.—An attempt is being made by the North Shore and Edgewater Veteran Fireman's Association to raise the necessary money for a monument.

OMAHA, NEB.—Pupils of the high school have raised about \$2,000, with which to purchase a statue of Abraham Lincoln.

BURLINGTON, IA.—Articles of incorporation of the O. M. Burrus Brothers Company have been filed. The capital stock is \$600,000, and the incorporators are O. M. Burrus, R. B. Burrus and C. C. Clark.

LANSING, MICH.—The senate joint resolution, appropriating \$10,000 for a monument to Stevens Thomson Mason, Michigan's first governor, which is to be erected in Capitol Park, Detroit, has been agreed to.

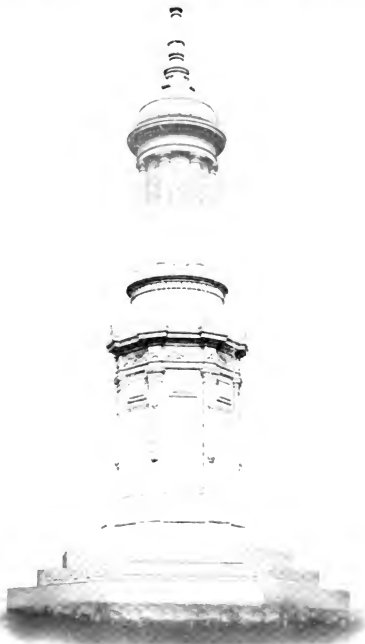
The governor will reappoint the old commission to carry out the provisions of the resolution. They are Daniel McCoy, Grand Rapids; Lawton T. Hemans, Mason, and Arthur L. Holmes.

The commission held a competition some time ago, and it is probable that the design submitted by Sculptor Weinert of New York will be selected. It will require a year to complete the work after the sculptor receives the commission for the work.

BRADDOCK, PA.—The Braddock Monument Association is about to start its campaign to raise \$12,000, with which to purchase the old Robinson burying-ground in Braddock, where a monument will be erected to commemorate the battle of Braddock's Field, in 1755.

WE CAN SUPPLY YOU with a Pneumatic Polishing Machine, the best that has been invented, up to the present time. Send for catalogue and price-list to the Harrison Supply Company, 5 and 7 Dorchester Ave. Extension, Boston, Mass.

Specify KLONDIKE STOCK at all times
Blue White Westerly Granite
FROM THE FAMOUS KLONDIKE QUARRY
 OWNED AND OPERATED BY THE
GOURLAY GRANITE WORKS



S. Morgan Smith Monument, Prospect Hill Cemetery, York, Pa. 16' 9" x 16' 9" by 33' 0" high, cut from our BLUE WHITE WESTERLY GRANITE by The N. E. Granite Works, Westerly, R. I.

The most suitable stock for all kinds of monumental work quarried in Westerly or New England, and the only firm in Westerly that makes a specialty of rough stock for the trade. Wholesale prices to one and all, equal treatment to each customer.

In addition to our KLONDIKE stock, we furnish the old

WESTERLY BLUE STOCK WESTERLY PINK STOCK WESTERLY RED STOCK

AT WHOLESALE PRICES TO DEALERS

FOR PRICES APPLY
TO

GOURLAY GRANITE WORKS

WESTERLY,
RHODE ISLAND

STAUNTON, VA.—An organization, known as the John Lewis Memorial Association, has been formed, with L. W. H. Peyton, W. P. Tams and Peyton Cochran as incorporators. The purpose of the association is to perpetuate the memory of John Lewis, the pioneer settler of Augusta County, and the founder of the city of Staunton, by erecting a \$2,500 monument in his name.

BALTIMORE, MD.—The design submitted for the soldiers' monument by Adolph A. Weinman, sculptor, and Albert R. Ross, architect, has been accepted by the commission. It will cost \$25,000. It will be of granite, with a total height of twenty-five feet. On the base will be bronze figures representing the four arms of the service.

NEW YORK CITY.—The Joseph Jefferson Monument Association has been organized to carry out the plans for the erection of the memorial, with James W. Morrissey as managing director. Frederick MacMonnies, sculptor, has been engaged to make a design.

SPARTANBURG, S. C.—The Daughters of the Confederacy of Spartanburg will erect a \$6,000 monument to the memory of the Confederate dead. It will be of granite, surmounted by a Confederate private soldier in bronze.

FREDONIA, N. Y.—A judgment of foreclosure and sale of a monument already set in the Fredonia Cemetery is the unusual outcome of litigation just decided by County Judge A. B. Ottaway in a suit started by George Forbes, a Fredonia marble and granite dealer. The suit was against Mrs. Mary Spade Tressell, wife of a well-known physician of Alliance, Ohio. Mrs. Tressell refused to pay for same, claiming it was not ordered.

LANSING, MICH.—The Fyfe Bill, appropriating \$50,000 for a monument to General Custer, passed both houses Feb. 28.

HANCOCK, ME.—At a town meeting recently \$200 was appropriated for a soldiers' monument. This sum is intended for a fund, to which shall be added subscriptions, from time to time.

NEW YORK CITY.—In order to erect a national memorial to the late Carl Schurz, the committee of one hundred, which was organized with Joseph H. Choate as chairman, has decided to raise \$250,000 for the purpose. An appeal has been sent from the New York committee's offices throughout the country. There are also committees in Philadelphia, Boston, Washington, Chicago and St. Louis.

BOSTON, MASS.—The steamer *Sicilian*, arriving from Glasgow the week of March 14, had on board 342 cases of granite, consigned to various firms.

WASHINGTON, D. C.—Mr. Golden of New York called up and had passed, March 4, in the house a bill appropriating \$100,000 for the erection of a suitable memorial of Christopher Columbus in the city of Washington, and later the bill passed the senate.

PROVIDENCE, R. I.—At a special meeting of the Sons of the American Revolution March 14, steps were taken to have the organization join in the movement for the erection of a memorial to Gen. Nathaniel Greene.

It was voted that the society join with either the American Cincinnati, the Daughters of the American Revolution or the Sons of the Revolution in petitioning the state legislature for a charter to be granted to the General Greene Memorial Association. The object of the association is to be the collection of funds for the erection of a monument.

WASHINGTON, D. C.—The bill making an appropriation for a monument at Tippecanoe battle-ground passed both houses and was signed by the President.

NEW LEXINGTON, OHIO.—The MacGahan Club has been formed, for the purpose of erecting a monument to J. A. MacGahan, newspaper correspondent.

Old soldiers of Illinois are circulating petitions asking the legislature, now in session, to appropriate \$15,000, to erect a monument on the site of the Andersonville prison.

PEK YAN, N. Y.—A soldiers' monument will be erected, at a cost of \$6,000. The contract has been placed. It will be cut from Barre granite.

MEXICO.—The firm of Villanueva Brothers of Zapotlan, Jalisco and Homobono Valdivia have formed a company, to exploit marble deposits on the Higuera hacienda, about three kilometres from that town. Some of the Higuera marble has been dressed by Brizzio and Guizeri, the Italian dealers of Guadaluajara, and it is said to compare favorably with the famous Carrara marble of Italy. It is stated that quarrying of marble for the Mexican market will be commenced at once.

SOMERVILLE, MASS.—At a meeting of the Somerville aldermen March 15, an order was adopted, requesting the finance committee to consider the advisability of appropriating \$10,000 for the erection of a soldiers' monument.

WE CAN SELL YOU an Electric Polishing Machine, which is certainly a wonder. Send for particulars to the Harrison Supply Company, 5 and 7 Dorchester Ave. Extension, Boston, Mass.

DO YOU USE Pneumatic Hose? Our fiveply 3-8 inch Pneumatic Tool Hose is the finest manufactured. You can prove this for yourselves. Harrison Supply Company, 5 and 7 Dorchester Ave. Extension, Boston, Mass.

NEW YORK CITY.—The Prison Ship Martyrs' Monument, to cost \$175,000, will be cut from Newport, Vt., granite. The contract has been awarded to P. J. Carlin & Co., Brooklyn, N. Y.

WACO, TEX.—The Ross Memorial Association has been formed, for the purpose of erecting an equestrian statue to the memory of Gen. L. S. Ross. J. D. Shaw is president.

INDIANAPOLIS, IND.—Five thousand dollars has been appropriated for a statue to Gen. Lew Wallace, to be placed in Statuary Hall, Washington.

ESSEX JUNCTION, VT.—The Bailey Granite Company have moved into new quarters.

Correspondence.

(Continued from page 19.)

We have been requested by Charles C. Eulberg of Breese, Ill., to write a series of articles on monument estimating in marble and granite, something that would give a rapid method of calculating the contents in cubic feet. We would say in this connection that there are books published on this subject which go into the matter more fully than anything that we could bring about, and we will furnish any one wishing information on this subject with titles of such books.

We enclose you check for renewal of our subscription to your publication. I think your book is a fine one and worth five times the amount of the subscription. We are doing mostly artistic and monumental work and are shipping our work all over the United States. Our only trouble is the carving, which is not up to the standard (mostly done at Barre). But we believe that they are improving. Some tell us that they can do fine carving when they have not the least idea what fine carving is.—E. J. KISLING, Newark, N. J.

We recently received the following letter from the Elmwood Cemetery Company, Birmingham, Ala.:

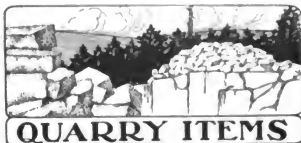
"We are contemplating building receiving vaults adjoining our present chapel, and we thought, if you cared to, you have our permission to mention this in your magazine. Should you have any friends whom you desire to recommend, you may refer this matter to them, and we will be pleased to give them desired information."

We asked for specifications regarding the proposed vault, to which we received the following reply:

"Your letter of the 8th inst. was received, and as the matter of our receiving vaults will be left entirely to the directors of our company, it is not positive that our company will erect receiving vaults. Knowing that your paper would reach your customers, who keep in touch with contemplated improvements of this kind, we thought that you would like to mention our intentions in your reading matter without cost to us."

Our Advertiser.

The Northern Engineering Works, crane manufacturers, Detroit, Mich., are completing an addition to their plant, consisting of an erecting building for electric crane trolleys, about 50 x 100 feet, one story, served by a ten-ton electric traveling Northern crane; also, a two-story addition, to serve as a tool-room, approximately 30 x 50 feet. The buildings are of brick and steel construction, with saw-tooth roofs, and are practically completed. The new additions will enable this company to handle their rapidly increasing electric crane business more rapidly and will quite largely increase the output of the plant.



COLTON, CAL.—The Whitewater Marble, Bower and Development Company is the style of a new corporation that is being organized by Los Angeles, San Bernardino and Colton capitalists, to open up a great body of marble said to exist about fifteen miles east of Banning, in Riverside.

The company also expects to put in a cement plant, a sand glass factory, a brick plant and a marble plant. The cost of the latter is estimated at \$40,000.

A town site is being laid out, and the company expects to start work on the property immediately. It is claimed that no less than one thousand men will be employed when all the departments of the enterprise are once started.

City Attorney M. O. Hert of Colton is one of those interested in the project. William Lochr, an extensive orange grower of Riverside, is also interested in the scheme. He was the original locator of this property.

ASHEVILLE, N. C.—The French Broad Granite Quarry Company is the name of a recently chartered corporation, with Gay Green, Judge J. C. Fritchard and W. T. Rogers as the incorporators. The new corporation will operate and develop the quarry property situated along the French Broad River. The capital stock of the French Broad Granite Quarry Company is \$10,000. The necessary machinery for getting out the stone has been ordered.

NEW LONDON, CONN.—It would seem there is a great variety of opinion as to the value of quarry property. Testimony was given in court recently regarding the valuation of the Henry Gardiner quarry property at Millstone Point. William Booth, of the Booth Brothers & Hurricane Island Granite Company, stated that, in his opinion, as an expert, the quarry property was worth from \$95,000 to \$125,000. He

(Continued on page 40.)

The Harrison Supply Company in Their New Office.

We recently called at the new office of the Harrison Supply Company at 5 and 7 Dorchester Avenue Extension. By the way, the quarters occupied by this company is the only building on Dorchester Avenue Extension, which building is very conveniently located to the South Union Station, Boston. The offices and part of their stock-room are on the ground floor. As you enter the door, the entire main office of the company, with the private office of Mr. Harrison being in the rear, before you. Both offices are well lighted and finely adapted for the business of the company. We are not in the habit of throwing bouquets to any extent, but certainly Mr. Harrison deserves all the success which he has achieved in his business, as his methods are modern in every respect. There is always something new doing in the way of reaching the trade. At the present time Mr. Harrison is engaged in the making up of an illustrated catalogue, which, among other good things, will illustrate and describe the method of polishing granite. This in itself will give abundant value to the catalogue, which will be a work of art in this line. It will contain eighty pages and, possibly, before this paper goes to press, it will be in the hands of the trade. We certainly wish Mr. Harrison success in his new quarters, which we have no doubt will be his.

The Harrison Supply Company has recently put to a rigid test the marble-polishing wheel invented by Nathan C. Harrison, the manager of the company, with the best possible success. This wheel contains five polishing shoes, or blocks, crescent shape. The shoes are manufactured from a patent abrasive material, and it is stated that it is not carborundum nor of the nature of carborundum. It will cut much faster than any abrasive manufactured to-day. In a recent test, this wheel prepared a slab of marble containing twenty-eight feet, direct from the saws, ready for putty powder, in twenty minutes, and it is possible to polish marble ready for putty powder without changing the wheel or shoes in any way. Any other information regarding this wheel can be had upon application to the Harrison Supply Company. It is claimed there are many points of superiority in this wheel above all others, which it will be of interest for the retail dealer to learn. One of the great advantages claimed for this wheel is the fact that it can be used in connection with a pneumatic polishing machine. One party in the trade stated that he was working his plant night and day, but as soon as the Harrison wheels, which were ordered, had been delivered, it was possible to do sufficient work during the day and stop all night work.

WHETHER YOU ARE a large or small concern you require one of our complete catalogues hanging in your office at all times. Send a postal, and a complete catalogue will be mailed you at once by the Harrison Supply Company, 5 and 7 Dorchester Ave. Extension, Boston, Mass.

New Automatic Hose Coupling.

The Thos. H. Dallett Company, Philadelphia, have recently brought out a new hose coupling, a description of which is given below. It is claimed to be superior to any other coupling on the market. It does away with leakages and other weak points in other couplings.

The cuts above show the two halves of a "Dallett" hose-to-hose coupling and also the gasket used.

The gasket of the "Dallett" coupling is of a rubber composition, which will not be affected by oil or gaso-



line, and is held in the female half of the coupling by the flange around the larger end fitting into a recess. It is impossible for this gasket to fall out or be lost when the coupling is disconnected, and when necessary a new gasket can be inserted in a few seconds.

When the coupling is connected, the tapering end of the gasket enters into the conical opening in the male part and is a loose fit therein. When pressure comes on the coupling, this tapered end of the gasket is expanded against the wall of said conical opening, making a perfect joint, which the greatest pressure will only make the tighter; and as soon as the pressure is relieved, the gasket is again loose, so that no matter how long a coupling may remain connected, it will not adhere to the metal and be torn and ruined in the coupling being taken apart.

As will be noted, the male part of the coupling is provided with four locking-lugs, equally spaced around its circumference, and when the male and female parts are snapped together, these lugs insure their being held squarely, which obviates the tendency to leak, common in other couplings of this class, especially those provided with only two lugs.

To connect the "Dallett" coupling, all that is necessary is to press the parts together and give one-eighth of a turn, and the locking-ring will spring into place. It is then a physical impossibility for it to be pulled apart or accidentally disconnected. When the connection is to be broken, the locking-ring is simply pressed back, and the coupling given one-eighth of a turn.

The entire coupling is made of a very hard bronze composition, has no small parts to give trouble, and no projections to catch when the hose is trailed along the ground.

The locking-ring is provided with a milled ridge around its circumference, which affords a good grip for pressing it back when disconnecting the coupling, and so stiffens and strengthens it, that it requires extraordinary abuse to spring or bend it, so as to impair the working of the coupling.

We believe it would be well worth the while of any user of hose couplings to write for a copy of the neat, well-illustrated and complete bulletin which the Dallett Company are distributing.

Wetmore & Morse Granite Company

Office: - Montpelier, Vermont

Quarry: Barre, Vermont

QUARRY OWNERS

FINEST LIGHT AND MEDIUM BARRE GRANITE

ANY DIMENSION FURNISHED TO THE LIMIT OF TRANSPORTATION



We now have over 175,000 cubic feet of stone free in the quarry ready to be cut up to fill orders. With one blast we freed a sheet 21 feet thick containing 100,000 feet and weighing 9000 tons. The large block was split from this sheet by means of plug and foot holes and wedges and measured 35 feet x 11 feet x 21 feet, contained 8000 cubic feet, and weighed 720 tons.

The quarry has been cleaned up thoroughly for winter and we are now able to quarry stone throughout its entire length.

J. G. CALCAGNI

W. M. CORTI

NOVELLI & CALCAGNI**BARRE - VT.**

Successors to Novelli & Corti

STATUARY AND CARVING

The largest plant in Barre devoted exclusively to carving



A corner in our present shed. We are now building and will have completed on June 1st a thoroughly modern straight shed

Quarry Items.

(Continued from page 37.)

testified that the value of his property near by, at Great Neck, was about \$5,000; that the Gardiner property was worth more, principally because it has better transportation facilities. Herbert E. Fletcher of Westford, Mass., was also called. He estimated the property as worth \$97,000. The third witness was George D. Webb of Worcester. He estimated the value of the quarry at \$75,000 to \$100,000. All this trouble was brought about by Gardiner objecting to the rating in the Waterford tax list. The quarries were listed by Mr. Gardiner at \$680.

BOSTON, MASS.—Webb Granite and Construction Company, Worcester, recently filed the following statement of condition: Capital stock authorized, \$300,000. President, George D. Webb; treasurer, A. F. Turner. Assets: real estate, \$208,446.88; machinery, \$136,553.12; stock and material, \$50,513.77; cash and debts receivable, \$13,540.38; total, \$530,918.25. Liabilities: capital stock, \$258,200; accounts payable, \$83,790.87; profit and loss, \$188,921.38; total, \$530,918.25.

GOVERNEUR, N. Y.—A deal was consummated between the Davidson Marble Company and John J. Sullivan of Gouverneur, whereby Mr. Sullivan be-

comes owner of the Davidson marble quarry and works.

It is Mr. Sullivan's intention to erect an up-to-date mill as soon as the weather will allow, and he expects to employ a large number of hands and will operate during the whole year. With the passing of the quarry into other hands, the Davidson Brothers of Chicago have left the local marble field, where they have been pioneers in the business.

KNOXVILLE, TENN.—A new marble quarry is being opened at Meadow on the Louisville & Nashville Railroad, twenty-five miles south of Knoxville, by T. S. Godfrey and associates.

Mr. Godfrey bought the land fifteen years ago and recently interested Cincinnati capitalists in the matter, and the result is that the enterprise has been capitalized at \$100,000, of which \$30,000 has been paid in. The machinery is about installed, and in a few days they will be able to give steam to the drill to begin operation.

Most of the marble lies exposed. There are two deposits of marble, pink and gray. Mr. Godfrey was one of the pioneers in the marble industry in Knoxville.

FAIR HAVEN, VT.—Association papers were filed recently by the American Marble Company. This corporation is organized with a capital of \$30,000, for the

SOME LEADING GRANITE MANUFACTURERS

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BARRE, VT.

MONTPELIER, VT.

NORTHFIELD, VT.

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<p>CONCORD GRANITE ALF LARSON Successor to OLA ANDERSON CONCORD, N. H. Mausoleum Building and Monumental Work</p>	<p>LeClair & McNulty BARRE, VT. Barre Granite Monuments</p>	<p>PARRY & JONES BARRE, VERMONT Manufacturers of Monumental Work from Barre Granite</p>
<p>MARRION & O'LEARY BARRE, VT. MANUFACTURERS OF GRANITE MONUMENTS</p>	<p>MILLS & CO. Montpelier ... Vermont Manufacturers of Polished Granite Memorials</p>	<p>HENNEBERRY & HALLIGAN CONCORD, N. H.</p>
<p>BARRE GRANITE BONAZZI & BONAZZI MONTPELIER, VT. MONUMENTAL WORK CARVING A SPECIALTY</p>	<p>H. J. BERTOLI MONTPELIER, VT. GRANITE STATUARY New Catalogue sent upon application</p>	<p>Granite Manufacturers Only the Best Concord Granite used</p>
<p>PHILLIPS & SLACK SUCCESSORS TO CANNON & SLACK CO. NORTHFIELD - VERMONT MANUFACTURERS BARRE GRANITE MONUMENTS</p>	<p>JOS. JENKINS, Salesman for Penn., Iowa and Indiana. J. C. ADAMS, Cleveland, Ohio. Salesman for Ohio.</p>	<p>MOORE BROS. & BRAULT BARRE, VT.</p>
<p>Ryle & McCormick Co. MONTPELIER, VT. Barre Granite Monuments</p>	<p>J. A. MARTINSON BARRE, VT. Manufacturer of BARRE GRANITE MONUMENTS Squaring and Polishing for the Trade</p>	<p>Barre Granite Monuments</p>
<p>Sweeney Bros. Granite Co. MONTPELIER, VT. Barre Granite Monuments Only the best stock used</p>	<p>DEWEY COLUMN CUTTING WORKS BARRE, VT. TURNED WORK IN ALL KINDS OF GRANITE</p>	<p>C. Bianchi & Son BARRE, VERMONT Monumental Work</p>
<p>A. Anderson & Sons BARRE, VT. MANUFACTURERS AND QUARRY OWNERS</p>	<p>MCDONALD & BUCHAN BARRE, VT. Monumental and Turned Work</p>	<p>Hammered, Carved, and Polished Work</p>
<p>Stevens & Denning BARRE, VT. BARRE GRANITE MONUMENTS</p>	<p>DIES, BASES and CAPS SQUARED AND POLISHED FOR THE TRADE</p>	<p>STEPHEN & GERRARD BARRE, VT. Quarry Owners and Manufacturers Rough Stock and Finished Work</p>
<p>Beck & Beck BARRE - VT. Monumental Work from Barre Granite</p>	<p>MUTCH & CALDER GRANITE CO. BARRE, VT. MANUFACTURERS OF Barre Monumental Work</p>	<p>Phillips Findlater & Co. BARRE, VT. High Grade Barre Granite Monuments</p>
<p>WM. BARCLAY DONALD HARDWICK, VT. MANUFACTURERS OF HARDWICK AND WOODBURY GRANITE MONUMENTS AND BUILDING WORK Pneumatic Tools and Surfacing Machines</p>	<p>James Sector & Co. BARRE, VT. MANUFACTURERS OF All that is good in Barre Monuments</p>	<p>SPACE FOR SALE</p>

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<p>BIRNIE & DIACK Columbia Street - Quincy, Mass.</p> <p>QUINCY GRANITE MONUMENTS</p>	<p>DEACON BROS. QUINCY, MASS.</p> <p>We cut nothing but Extra Dark Quincy Granite Monuments</p>	<p>PROUT BROTHERS QUINCY, MASS.</p> <p>QUINCY GRANITE MONUMENTS</p>
<p>D. E. CAMERON QUINCY, MASS. MANUFACTURERS OF ALL KINDS OF</p> <div style="display: flex; justify-content: space-between;"> <div style="width: 30%; text-align: center;">  </div> <div style="width: 30%;"> <p><u>QUINCY</u> <u>GRANITE</u> <u>MONUMENTS</u></p> </div> </div> <p>PRICE GIVEN UPON APPLICATION</p>	<p>J. S. SWINGLE Quincy . . . Mass.</p> <p><u>QUARRY OWNER</u></p> <p><u>Extra Dark Quincy</u></p>	<p>If you are in need of <u>Quincy</u> <u>Granite</u> <u>Monuments</u></p> <div style="text-align: center;">  </div> <p>Send to the Manufacturer JAMES F. DESMOND WEST QUINCY .. MASS.</p>

For
EXTRA DARK QUINCY GRANITE
SEE ADVERTISEMENT OF
GRANITE RAILWAY CO., PAGE 7

<p>CLARK & PEARCE Gilbert Street . . Quincy, Mass.</p> <p><u>QUINCY GRANITE MONUMENTS</u></p>	<p>QUINCY GRANITE MONUMENTS</p> <p>Columbia Granite Works QUINCY, MASS.</p>	<p>MCDONNELL BROS. 251 Water St. ... Quincy</p> <p><u>QUINCY GRANITE MONUMENTS</u></p>
<p>SPACE FOR SALE</p> <hr/> <p>SPACE FOR SALE</p>	<p>A. M. DEANE & CO. Quincy, Mass.</p> <p><u>Quincy Granite</u></p> <p>Send Two Dollars For Our 1907 Pocket Design Book Price Credited on First Order of Fifty Dollars</p>	<p>GEORGE RUXTON PENN ST. - QUINCY, MASS.</p> <p><u>QUINCY GRANITE MONUMENTS</u></p> <p>SPACE FOR SALE</p>
<p>SPACE FOR SALE</p>	<p>Forbes Craig Co. Quincy, Mass.</p> <p><u>QUINCY GRANITE MONUMENTS</u> DIES AND BASES SQUARED AND POLISHED PNEUMATIC TOOLS AND SURFACING MACHINES</p>	<p><u>MY SPECIALTY</u> Polished Work In EXTRA DARK QUINCY GRANITE</p> <p>M. C. Monahan - West Quincy</p>

T. F. MANNEX,

WEST QUINCY, MASS.

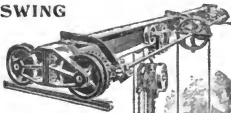
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EXTRA DARK QUINCY GRANITE QUARRY

and Manufacturer of Granite Monuments for the Trade.

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"SIMPLEX" CHAIN HOISTS
OVERHEAD TRAMWAY-TROLLEYS

INTERESTING CATALOGUE ON APPLICATION

J. G. SPEIDEL - Reading, Pa.**SWING**

purpose of doing a quarrying and general stone and mineral manufacturing business. The capital is divided into three hundred shares, of a par value of \$100 each.

The signers of the papers, all residents of Fair Haven, are as follows: Herbert O. Allen, Mary A. Allen, Edna L. Allen, Edward E. Allen and Harriet L. Allen.

BRISTOL, TENN.—The Virginia Mining and Manufacturing Company, which was organized with a capital of \$70,000, and in which Bristol and Pittsburg people are interested, has received its charter and will get down to business at the earliest possible moment. A survey has been made of a route for a railroad for the company from Benham's, Va., to the property to be developed, a distance of three miles. The company will quarry stone and marble and manufacture lime, etc.

BOSTON, MASS.—The Marble Company, recently incorporated under the laws of the state of New Jersey, for the purpose of quarrying marble, etc. Capital, \$100,000. President, F. J. Rockwell, Boston; treasurer, J. E. Nelson, Boston; clerk, F. L. Hewett, Boston.

PASSAIC, N. J.—Jersey Pink Granite Company recently formed a corporation for the stated purpose of operating quarries of marble, granite, stone, etc. Capital, \$250,000. Incorporators: S. Shortridge, Jr., H. N. Conant, F. B. Conant, Passaic.

MADISON, WIS.—Wisconsin's new capital is to be of white marble or granite, and its cost is to be about \$6,000,000. These two things were decided at conferences of the capital commission and members of the legislature recently.

The plan is to leave the choice of marble or granite to the capital commission, the selection to depend on the character and cost of the material. If marble is used, it will be the white Cherokee marble of Georgia; if granite, it will be the white Bethel Vermont, Woodbury of Hardwick, Vt., or Jay of Maine. The sub-

Jenny Lind was no greater favorite as a Singer Than our "Jenny Lind" is as a Polisher.

Hundreds of our "Jenny Lind" Polishing Machines are in use, giving entire satisfaction. One of the many points of superiority is the facility with which any of the parts may be replaced.

CONCORD AXLE CO.,

FENACOOK, N. H.



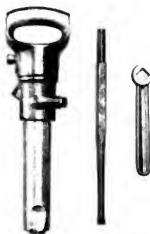
structure from the ground up to the plant or water table, the steps, porticoes and terrace walls will probably be of Amberg gray granite, from the Amberg quarries near Marinette, Wis.

GOVERNEUR, N. Y.—The Victor Stone Company of Gouverneur has been incorporated, with a capital of \$15,000 and the following directors: A. B. Wing, W. N. Kernan and F. K. Kernan of Utica. The directors of the company purchased the property of the Rylestone Marble Company at the bankrupt sale. It is understood that the mill at the Rylestone quarry will be gotten in shape, the machinery overhauled, and everything made ready for reopening in the spring. The stone which will be quarried will be used for building purposes. About thirty-five men will be given employment by the opening of this quarry.

What about **PLUG DRILLS** this Season?

We will ship a

"DALLETT" PLUG DRILL



to any responsible party on 15 days' trial and *pay return charges* if it does not "win out."

Is it to **YOUR INTEREST** to ignore this offer?

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ANY SIZE

ANY SHAPE

ANY FINISH



THE OLDHAM SMALL SURFACING MACHINE

If you are in the market for a Large or Small Surfacers, Plug Drills or Hand Carving Tools, write us. We have a proposition that will interest you.

Tools shipped on approval.

George Oldham & Son, Mfg.

FRANKFORD, PHILA., PA.

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Complete... Pneumatic Equipment

for stone workers is now ready for distribution. It will pay you to send for a copy.

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The Green Mountain Jack

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The strongest,
lightest, most dur-
able gear lifting
jack in the world.

All pressed steel
stock, gears of the
finest quality of
cast steel, bronze
bushings and
ratchet handle.

Jacks are made in
four sizes — 4 to
12 tons.

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Catalogue

THOMAS FOX,

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Dark Blue Topaz Granite.

I also carry in stock a large supply of

Barre, Quincy and Pink Granite

which enables me to ship combination car-
loads at short notice.

When in need of vault work write for
prices and designs. Send for stock sheets
of work on hand.

QUINCY GRANITE AT FIRST COST

This is what you are looking for. We have it, operating our own Quarry, a Modern Manufacturing Plant with every known labor saving device. We are in a position to supply you with **EXTRA DARK, DARK OR MEDIUM Quincy Granite** promptly and at lowest prices. **IRON ABSORBENT** for removing stains from Granite **SAFE** and **SURE**. Sample free on application.

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Mausoleums, Sarcophagus
Monuments, Hammered Work,
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Etc., Etc.

Equipped with Polishing Wheels,
Pneumatic Tools and a Powerful Derrick

Georgia Marble

We are headquarters for it.

We are the leading Finishers of Monumental work in the South. Can also furnish anything in the building line.

Prompt shipments and entire satisfaction guaranteed.

If you haven't a copy of our design book and price list "Georgia Beauties, No. 9" get one; they are only \$1.00 per copy and worth many times the amount.

Send us your orders and you will be pleased with results.

The Georgia Marble Finishing Works

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QUINCY GRANITE MONUMENTS



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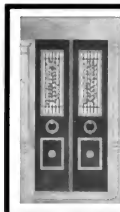
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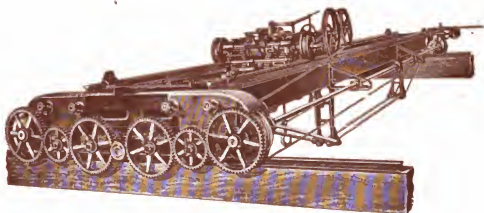


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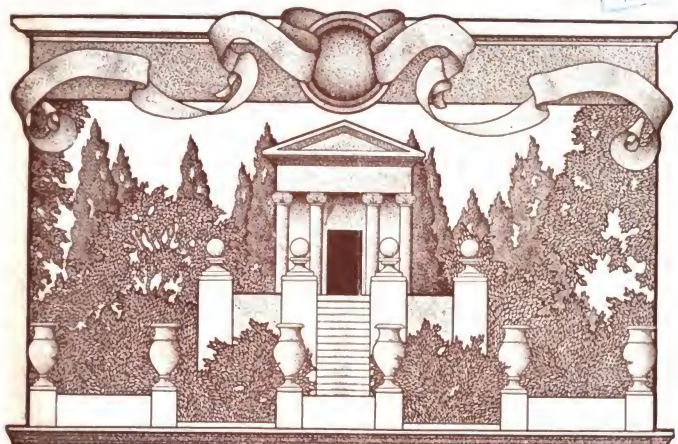
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No. 5



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QUARRIES AND WORKS, BARRE, VT.

Harrison Supply Company

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Anything in
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**FINISHED
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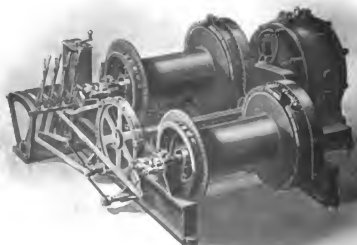
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SUCCESSORS TO

**RAWSON & MORRISON MANUFACTURING CO.,
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Modern**Quarry****Engines,****Electric****Hoists,****Friction****Drum Belt****Hoists.****Locomotive****Derricks,****Patent****Derrick****Swinging****Engines,****Ball Wheels,****Boilers.**

The above cut represents one of several styles of electric hoists which we manufacture. This hoist is specially arranged for quarry derricks of the back block type.

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MANUFACTURERS OF

BUILDINGS, MAUSOLEUMS AND MONUMENTS

FROM

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All polished or any way you desire.

We make a specialty of monumental work from 6 inches thick upwards. Send for prices.

L. S. ANDERSON, Manager.

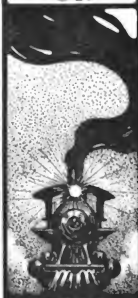
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Polishing Mill, size 157 feet x 54 feet, equipped with eight polishing wheels, two travelling derricks, one of 30 ton and one of 40 ton capacity, pneumatic tools, engine house attached, 30 ft. x 40 ft. The largest and most complete building ever constructed for this purpose.

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One of our recent contracts, the Cook County Court House, to be erected at Chicago, Ill. Halabird and Roche, Architects: William Grace Co., General Contractors. The Woodbury Granite Co.'s Contract calls for 240,000 feet of stock fine cut. The shafts of columns shown are 75 feet long and 9½ in. diameter. Carved Caps 14 feet square.

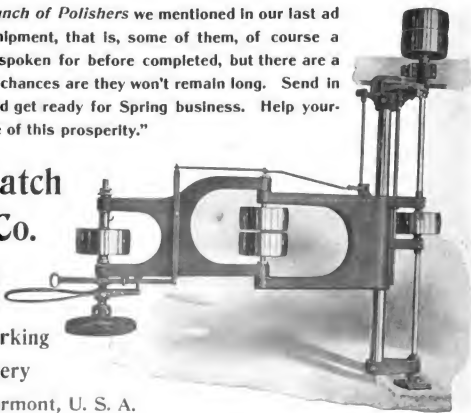
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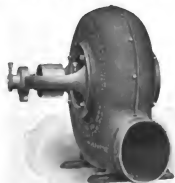


A HAPPY NEW YEAR

To all those who have been our customers, past and present. And to all retail dealers. May prosperity be with you during the present year and don't forget that we wish to contribute towards that prosperity.

Giudici Bros. Co.
Barre, Vt.

THE DUST PROBLEM IN GRANITE SHEDS SOLVED WITH THE EXETER EXHAUSTER



It is designed to remove dust from surfacing machines, all stone cutting tools and machinery. It will take the objectionable dust out of the shed. Satisfactory ventilating and heating guaranteed.

EXETER MACHINE WORKS.
EXETER, N. H.

WE HAVE COMPLETED ARRANGEMENTS

Whereby we can supply you with any kind of granite, in any combination monument, or monument in any granite you wish, and have the price right. We ask you for a fair chance on your Barre work, and shall be pleased to quote you prices.

**GLOBE GRANITE
CO.**
MONTPELIER, VT.

ORIGINATORS and
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OF THE
"HAWK" BRAND
STEEL

Long and favorably known. We will
continue to supply our customers with
this CELEBRATED BRAND as usual.



WE HAVE BEEN APPOINTED
SOLE NEW ENGLAND AGENTS
FOR THE

Halcomb Steel Co.,
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One of the best equipped mills in the world

Producing { Hawk Brand for Poles
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Hawk Brand for Pipe Hammers
and Standard Tool Steel for Drills,
etc.

HAWKRIDGE BROS.
STEEL

OF EVERY DESCRIPTION

303 CONGRESS STREET - - BOSTON



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Reliability

enjoyed by a retail dealer is the
natural sequence of dealing with
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First Class Manufacturer

The most expert judges of

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of the day have pronounced us

**"Head Liners" In Our
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Kavanagh Brothers Co.

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Granite, Marble and Bronze.

Successor to Granite

Published monthly by A. M. Hunt & Co., 43 Tremont Street. Foreign subscription \$1.50; Domestic subscription \$1.00.

A. M. HUNT, Editor.

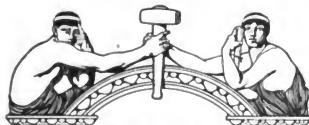
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Vol. XVII. No. 5

BOSTON, MASS., MAY 1, 1907.

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EDITORIALS

GENERAL INCREASE IN PRICE FOR ALL COMMODITIES.

There has been, as is well known, a general increase in price for everything which pertains to living. We cannot recall an article which has not been increased in price, with the exception possibly of granite work. While this may have been done in some instances, there has been no concentrated effort to bring forth a general increase all along the line, but the same haphazard method is pursued: when business is dull, take any price you can get to hold your man; when business is good, and the sheds are filled with work, figure high, not caring whether you get the work or not. The same old method is pursued of taking it out of the system. To be sure, there has been some improvement along this line. As a rule, the manufacturer does not now burn the midnight oil in order to catch up with his correspondence, but still there is that same unsatisfactory method of getting what you can, according to conditions. It has been plainly shown in the past that there is no law or method that can be applied to force the manufacturers to making better prices. This was plainly shown in the failure of the "Granite Exchange," so-called, which, if it had been possible to carry it out, would have been the best thing that could have been secured for the manufacturer, but it was not possible, as was plainly shown. And we believe that perhaps it is a dream even to consider for one moment that it is possible to bring forth a system which would insure the adoption by all manufacturers of the same prices, but we do believe that the various associations are failing in their duty, when they do not bring forth a copy and keep up an illustrated schedule, such as was brought forth by the Manufacturers' Association at the time the Granite Exchange was in existence. We know that this is an old subject, and has been harped upon almost from the beginning of time, but it is a subject that it will pay to harp upon. We believe it is the duty of the publishers of trade papers to bring forth a better condition of things, if possible, and make more prosperity for the manufacturer, and we shall secure our share of that prosperity. This is the reason why we are

harping on this subject, and shall continue to do so, possibly without hope that anything will result from it. When we read of the advance in price of the rough stock, and that the manufacturers are surrounded on all sides by the advance in all materials which go into their work, it would seem to us the wise thing for the manufacturer to consider a rise for the finished work. It is there, of course, necessarily must be, when all articles which enter into the production of the granite monuments, from the rough stock to the nails which are used in boxing have advanced in price, and must be figured in. On the other hand, the manufacturer does not secure more profit. He will take it out of his own self and give it to the purchaser, and only considers the introduction of stone-working machinery from the standpoint of being able to beat his neighbor, who cannot, from financial reason or otherwise, install up-to-date machinery. This is not so in all cases, but we are sorry to say that it is in the majority. Perhaps some day better conditions will prevail through the force of circumstances. We do not believe they will be brought about otherwise.



THE IRRESPONSIBLE MONUMENTAL DEALER.

There are many classes under this heading, a few of which we have enumerated below, and have tried, as far as possible, to give what we consider the remedies for these existing evils.

First, among them, come the dealer who carries a small stock of out-of-date headstones, who does not pay his bills, and who sells at cost. This dealer remains in existence as long as he is able to secure credit, either from the manufacturer or the wholesale dealer. The credit of this dealer is made plain to all those who subscribe to any responsible mercantile agency or agencies; therefore, it is a risk for the wholesale dealer or manufacturer to take, which, probably, eventually means a loss, but there is no power on earth that will prevent either the wholesale dealer or manufacturer from selling this concern. The risk is more than an ordinary business risk, and there is no reason for giving a concern of this kind credit, but there is a temptation, perhaps, in the way of an extra possible profit, in the case the bill is paid; but this profit does not really exist, for the chances are about even that this retail dealer has sold the monument for less than cost, meaning never to pay the bill; hence the loss to the manufacturer or the wholesale dealer is a complete one. As we state above, we do not consider there is any remedy whatsoever against either the wholesale dealer or manufacturer selling a concern of this kind. It is simply a matter of weakness in the credit department. Even C.O.D. shipments are not advisable in

cases of this kind, for in the majority of cases it will be up to the manufacturer or wholesale dealer to pay the freight both ways, and also take a loss on the monument.

Next in order comes the dealer who is continually complaining and seeking discounts. Here there can be a division made into two classes, the dealer who seeks a discount from the lack of knowledge of his business, which starts originally with the imperfect sketch, which he renders when placing the contract, and then when the work is finished it does not come up to his ideas of what it should be. There is a weakness here, also, on the part of the manufacturer, in not having a thorough understanding as to what the dealer expects before the contract is undertaken. But eventually we believe that this feature will remedy itself, for the dealer must acquire knowledge as time goes on. If he is honest, he will see the error of his ways and correct them.

The second class in this order is the dealer who seeks a discount to give him additional profit, or to make a profit where none previously existed. This is the meanest possible condition with which the manufacturer has to deal. The dealer may be in good financial standing, but seeks to make additional money by asking a discount for some imaginary reason, a dollar or two, perhaps, or even more, according to the price of the monument. The manufacturer is, for the moment, in a helpless condition, as he does not wish the job shipped back, or he needs the money, and rather than have the settlement delayed, he accepts the discount. Against this class of dealer there is the remedy, which is largely used; namely, that the condition of affairs is reported to the various responsible agencies, and a record of the whole matter is placed upon the financial report on this concern, and it becomes a permanent record for the use of subscribers to the said agency.

There is also the manufacturers' side of this question, of which we had a very striking illustration a short time since, when in conversation with a member of a large and responsible firm of quarry owners and manufacturers, who had just returned from a western trip. Among the experiences he related was the following: He called upon a certain large firm of retail dealers, and was asked if he would not like to view a monument which they had just received and set up in their yard. He stated his desire to do so, and was taken into the yard, where was set a monument well cut apparently and all right, except that the retail dealer asked the manufacturer what he thought of that "Barre granite monument," and the manufacturer said, "Barre granite! You don't call that Barre granite, do you?" The retail dealer said he had purchased it for Barre granite, and he asked the manufacturer what he considered the granite to be, if not Barre? The granite was named by the manufacturer, and the granite did certainly come from Vermont, but it was not Barre granite. The order had been given for Barre, and this granite substituted by the manufacturer. This is inexcusable on the part of any manufacturer. It serves to cast a reflection upon all reputable manufacturers, and the remedy for this and similar cases is to refer the matter to the local associations.

Last, and not least, comes the dealer who does not carry a stock; whose office is in his hat, who sells anything from a patent churn to a mausoleum. This dealer is in a class by himself, and where is there a possible remedy? Be it understood that in speaking of this dealer, we do not refer to that class of monumental dealers who have an office, employ expert draughtsmen, and turn out in the course of a year some of the best of the monuments and mausoleums which are placed in our cemeteries. The remedy for the dealer without an office is, from our standpoint, as follows: We have published a list of such dealers, and it is, we believe, fairly correct. There is no law which will prevent the manufacturer or wholesale dealer from selling a party of this kind, if they so desire. If the retail dealer will furnish us with a detailed statement, which is to be unbiased as far as possible, of the individuals who come under the above head, we will see that a record is made of such parties, and these records will go to places where they will do the most good; in other words, the facts will be placed before the manufacturers and quarry owners, and it is then up to them to do as they see fit, and nobody can prevent them. But in the National Retail Dealers' Association, matters of this kind can be taken up; and we believe this would act as a permanent remedy, which would eventually stamp out this existing evil. But, as our esteemed contemporary, *The Monumental News*, states, it is impossible for the trade papers to publish in full letters which come to us from time to time, damning and condemning dealers who come under the head of "the man without an office" or a definite location.



LABOR TROUBLES IN THE GRANITE INDUSTRY.

Up to this date, April 18, 1907, we are notified of the following trouble between the granite cutters and manufacturers, settled and unsettled. Two hundred men at Worcester, Mass., were asking 43 cents an hour and Saturday afternoons off the year round. The manufacturers were willing to pay 40 cents an hour and give Saturday afternoons off during the summer, which has been the rule during the past year. No settlement had been reached up to this date.

This demand was also made at Milford, Mass., At New Haven, Conn., 15 employees of Thos. Phillips & Son Co. struck on April 11 for a recognition of the union. This concern has always run an open shop, but we understand they have always paid union prices and worked union hours.

An agreement was reached March 25th, between the Quarrymen's Union at Westerly, R. I., and the committee from the granite manufacturers, for a new bill which went into effect on April first. The quarrymen asked for an eight hour day with nine hours' pay, and a general increase. The new bill grants the eight hour day, with the same pay as they received for nine hours, and an increase in pay for certain work.

On March 13th the employees of the Hadson-Chester Granite Co., at Chester, Mass., submitted a proposition asking for an increase in wages, which was above the rates paid at Barre and Quincy. The manager of the company agreed to give the same

(Continued on page 36.)



At different times, attention has been called, in Studio News, to the little appreciated art of the medalist.

An intimation from Washington that the President has been conferring with a prominent sculptor on the subject of new designs for our coinage promises better things.

The casting of medals to commemorate some event or in memory of a person is not by any means the most important side of this art, although it is the only one that has received even a scant attention in this country for many years, while all the time our coins might have been affording a pleasure to everybody by their beauty and at the same time have been a means of education.

Our gold and silver pieces, with the exception of those known as "World's Fair" coins, were all designed by engravers, and not medalists. They were done at a time when very little intelligent attention was given to such matters, and to-day our country is not to be compared with England, France, or any other equally important European country, in its coinage.

In England they are still using a beautiful design made a century ago by Pestrucchi, of St. George and the dragon.

In France, where the most beautiful coins in the world are to be found, the government has a salaried medalist, and also has special gold, silver and copper coins designed by other distinguished medalists.

In fact, the appreciation of them has revived to such an extent that wedding, baptism, and funeral medals, modeled by well-known medalists, can be had from the jewelers. One firm has the exclusive right to a design which is struck in Paris, at Mounaie, but the work of E. J. Roiné, who now makes his home in New York.

Victor G. Bremer, the American sculptor, makes a specialty of medals and an exhibition of them, and also

some plaques, was recently given by the Grolier Club in New York City, and a club meeting held to examine and discuss his excellent work.

At the last Architectural League Exhibition there was an unusually large number of medals by various prominent sculptors, and if the government should decide to make our coinage nearer the standard set by other countries, there is no reason why it cannot be done here by men of exceptional ability.



Copyright, Jno. Williams, Inc.

LINSLEY TABLET.

Modelled by Augustus Lukeman. Cast in bronze by Jno. Williams, Inc. Erected in Public School No. 1, Jersey City, N. J.

The Architectural League and National Society of Sculptors had a very interesting entertainment for their friends in the Society's Rooms at the Fine Arts Building in New York City, at which M. Bertelli of the Roman Bronze Company prepared, for the guests, several small models to show the mechanical processes used in reproducing a sculptor's work in bronze.

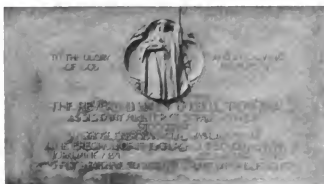
The Society of National Craftsmen in New York, whose opening exhibition was described in Studio News, has a permanent exhibition, in which new work is constantly appearing.

Willard O. Paddock shows some fine little bronzes that are in the form of useful articles,—letter seals, bottle

stoppers, and cork screws. He has been designing the electric lighting fixtures of the room in the home of a prominent Hartford man, for which he also did the mural decorations.

Mr. John J. Boyle has called the attention of the Society of American Sculptors to the pressing need of drinking fountains for man and beast in New York City, and a special committee has been formed to find ways and means.

It has been found that various people are quite willing to present the city with fountains if suitable sites and designs are secured.



TREAT MEMORIAL TABLET ERECTED IN THE CHURCH OF
THE GOOD SHEPHERD, STOCKBRIDGE, MASS.

Modelled by Augustus Lukeman. Cast in Bronze by Jno. Williams, Inc.

The Society has decided to open a competition, selecting provisional sites so that the sculptors may have something to form their designs on.

The models will be shown at the next Annual Exhibition, with an appropriate background of architecture, trees, shrubs, and flowers, as this is to be one of the gala shows of the Society.

The Secretary is Mr. J. Scott Hartley, and the address of the Society is 215 West 57th Street, New York City.

William Cooper has been selected by the Longfellow National Memorial Association to design the monument of this poet, to be placed in Washington.

Congress has made an appropriation for the pedestal and allotted the site.

Admirers of Longfellow, and there must be no end of them in New England, are asked to contribute to the sum necessary for this statue. Checks should be sent to Mr. Brainard H. Warner, Treasurer, 916 F Street, Washington, D. C.

At a meeting of the Board of Trustees of the Metropolitan Museum of Art it was decided to keep the Museum open Saturdays from 10 o'clock A.M. to 10 o'clock P.M., that the large number of people who cannot come any other time, even on the evening of a working day, will not have their visits cut short at 5 o'clock, as has been the custom.

This is a policy that will certainly recommend itself not only to those who benefit directly by this change, but also every one who has the city's interests at heart.

The Museum has purchased a bronze statuette, "Caestus," by C. H. Niehaus; a bronze statuette, "Panther," by Anna V. Hyatt; and a bronze statuette, "Boy Feeding Turtle," by Mrs. Clara P. Garrett.

A new bronze room has been opened to the public, that is devoted to the Greek, Etruscan and Roman bronzes, that have been brought together from other parts of the building.

Mention has been made in Studio News of our need for a better coinage. The treating of flat surfaces requires special knowledge which it will not be necessary to go out of this country to find.

Three excellent examples of this sort of thing are shown in the tablets by Augustus Lukeman, reproduced here.

The Treat Memorial is a particularly beautiful tablet, and attention is called to the very fine lettering in all of them.

Mr. Lukeman arranged the lettering on the Linsley Memorial. This is generally done at the bronze foundry, but the very harmonious result produced by having the sculptor do the spacing suggests that this plan is a very good one.



SEDGWICK MEMORIAL ERRECTED ON LAUREL HILL, STOCKBRIDGE, MASS.

Augustus Lukeman, Sculptor. Cast in Bronze by Jno. Williams, Inc.

Make Your Display Rooms Attractive.

BY WARFIELD WEBB.

The average monumental dealer does not, for reasons best known to himself, give sufficient attention to his display room. The real importance of this feature of his business apparently escapes him, and he is content to give it the smallest amount of care. Just why this state of affairs should exist is not easily explained, and to those unacquainted with his method of doing business are at a loss to see its wisdom.

To most people, death or anything connected therewith, is a most unpleasant theme, and in order to make it at all agreeable we are compelled to surround it with pleasant environments. This may sound a trifle far-fetched, but all of us must acknowledge its vera-

abundance, and the least possible care is given to the other details. Instinctively, he turns aside, and seeks a monument abode that has more pleasant environments.

Every monument dealer should feel it a part of his duty to make his display rooms just as attractive as is possible to make them. This can be done if he will give the subject a fair amount of study. Have at least a sufficient number of attractive jobs on the floor, and these so arranged as to make the best possible show. This in itself will do much toward inviting customers to your store. Have the interior bright and cheerful, sparing neither paint or paper, for the outlay thus expended will amply repay you within a



MAKE YOUR SHOW ROOMS ATTRACTIVE.

INTERIOR OF SHOW ROOM IN THE BETTER CLASS OF RETAIL SHOP.

In criticising this we should say that the prospective purchaser cannot get far enough away from the monument in order to give a full front view. But space is expensive in the cities in good locations.

city. We much prefer to think of more pleasant subjects, and in order to make his business more enticing, the monument man should study every feature very carefully.

A visit to many of our present day monumental shops will do much to verify the above statement. We can call to mind some striking instances of the grossest neglect and carelessness on the part of some monument men. Instead of having an inviting appearance they were actually calculated to make the would-be customer turn aside and seek his wants elsewhere.

You cannot blame one for refusing to purchase a monument where the surroundings are not such as to make it at least somewhat agreeable. Imagine a prospective customer entering a dark and gloomy-looking abode, with a few scattered monuments haphazardly arranged, where dust and cobwebs are festooned in

short time. Don't think that by being penny wise and pound foolish in a matter of this kind that you can in reality save anything.

Your prospective customers are always, or nearly so, those who have been visited by the great angel of death, and they naturally feel averse to anything that savors of the darker side of life. They will naturally go where they can be assured that their errand will not be any more disagreeable than is possible. Do you suppose that by having a dreary-looking display room it will be possible to entice many customers therein?

Consider this feature of your business. Study the details of how best to make your display rooms attractive, and you will be very agreeably surprised at the results thus obtained. A lack of this is one of the serious mistakes made by so many of our monumental men to-day, and is the cause of many losses.



MAKE YOUR SHOW ROOMS ATTRACTIVE.

INTERIOR VIEW OF RETAIL DEALER'S SHOP.

Showing the overhead traveling track, also track for car which makes an easy and handy way of handling monumental work. This, as in the other show room, is the long, narrow type.

Lien Bill on Monuments Passed in Illinois and Killed in Connecticut.

What is known to the Springfield, Ill., press as Zinger's Tombstone Bill, fathered by Louis Zinger, Pekin, Ill., was, according to the local press, squeezed through the House on April 4th. The vote was close, and it was only after strenuous lobbying on the part of Zinger and some of his friends that the required majority was secured. Mr. Zinger made a speech in support of his measure, in which he objected to a certain statement made by a member, that the Judiciary Committee had reported the bill as a joke. Among other things, he stated that he believed that monuments were not a necessity but a luxury, and he believed when one was sold, the dealer should have the privilege of removing it if not paid for. One member of the house objected to the passage of the bill for the following reasons: He described the course pursued by the monumental dealers in his section of the country: went on to state that when the last summons comes to a man, the marble dealer's wife is the first to condole with the widow; the marble man is prominent at the funeral, and after the obsequies, this marble-hearted fellow calls on the widow and persuades her to buy a monument, which he knows she cannot afford. As well might an assembly pass a law permitting undertakers to go down into the graves and remove the embalming fluid from the bodies of the dead, or give them the right to carry away caskets that contain the remains. Of all the robbers and of all the thieves that are engaged in any sort of busi-

ness, it is the undertaker, and the marble man is no better. And if the members of the House do not vote down this bill, they will violate one of the most sacred obligations they owe the people of the State. Another member objected to the reference to the undertaker, stating that in his part of the country undertakers and marble dealers were among the best people in the community. He described the other end of the deal between the marble man and the widow, and described how the weeping relatives go to the tombstone dealer, and he, in his sympathy, sells them gravestones, and takes the chances of securing his payment. Another member stated that a tombstone dealer he knew was a Sunday-school superintendent. He bought every piece of marble in the country, and went to the lawyers to get advance information as to administrators of estates. Then he sold gravestones right and left, and walked out of town with the money, without paying for any of the marble he had bought. For that reason, this member voted, No.

We must say that the reason for the last member voting as he did is so narrow that it is hardly worth considering. An individual who will allow himself to be biased by the actions of any one individual in a trade, or one firm in a trade, and condemn the whole lot for the reason that one man goes wrong, is too narrow in his views to be considered from any standpoint. There is no business we are aware of in which the members are entirely perfect. There are the good people and the scallawags. You will find them on all sides.

We were recently in receipt of a letter from New London, Conn., along this same line, in which he states as follows: "We got a copy of the New York lien law, according to your instructions, and sent them through our first representative to the legislature, but owing to lack of interest on the part of manufacturers in no way backing up the measure, it was reported adversely and voted down in the house."



MAKE YOUR SHOW ROOMS ATTRACTIVE.

A shop of the old type that is usually situated a mile or more from the centre of the city, and closed in the winter.

The Mechanical Sharpening of Rock Drill Steel.

BY MATT. BRODIE, M.E., IN "MINE AND QUARRY."

It is a well-demonstrated fact that the accuracy with which drill bits are formed and sharpened greatly influences the capacity of a rock drill. The maintenance of drill steels is an important item in the cost of rock drilling, and during the past few years the making and resharpening of drill bits by machinery has undergone a rapid extension and reached a thoroughly practical stage. Almost every mine using a considerable number of drills to-day includes one or more drill-sharpening machines in its equipment.

The different machines on the market are similar in general design and usually consist of a horizontal hammer for upsetting the steel, a vertical hammer for drawing out the bit edges, and an adjustable anvil block. The superiority of any one machine over others consists in its strength, speed, simplicity of operation, and the perfection of the finished bit. In virtue of these qualities, the "Numa" drill steel sharpener, invented and manufactured by J. J. Brossoit, Salt Lake City, Utah, has found extensive use by the larger mining companies and contractors throughout the West, and is being shipped to the Michigan districts and to British Columbia.

The main vertical frame is cast in one piece and has a very liberal base, insuring a minimum vibration under the most severe service. This frame is cored out for the vertical engine frame. The anvil block is provided with roller bearings and is supported on a single rectangular rail, extending the entire length of the machine. The adjustment of the anvil block, for different lengths of steels and for upsetting, is effected by means of a chain running from the main frame to the front end, and a large hand wheel on the operator's side of the main frame. This block is of ample weight to resist the impacts from the horizontal hammer while upsetting the steel.

The vertical engine frame is a solid casting fitted and keyed into the main frame, and cored out to receive the cylinder and cross head guides. The cylinder and piston are a modified 2½-inch or 2¾-inch Sullivan rock drill, the cylinder size depending on the class of work to be done and the air pressure available. The valve chest is of the standard Sullivan rock drill type provided with a stem extending through the lower end. This stem is connected, by levers and rods, to the foot treadle at the base of the main frame, and is held up by a compression spring directly under the valve chest. The stem holds the spool valve, inside the chest, in a position which keeps the vertical hammer at its highest point, thus allowing the steel being sharpened, to be passed back against the horizontal or upsetting die. By pressing the foot lever the valve on the vertical engine is released, and the vertical hammer operates as long as the treadle is held down.

The frame for the horizontal engine comprises a continuous base, the front and back cylinder head blocks and the horizontal die guide block, all in one casting. It is securely bolted to the main frame, the

through rail and the back pedestal. The cylinder, piston and valve chest are identical with the vertical engine, except that the valve is held or released automatically by the horizontal die. As soon as the operator forces the steel against the die, by drawing up the anvil block, the horizontal hammer begins to strike, and continues to do so until the steel is withdrawn from the die, when the valve is automatically stopped. This device effects a great saving in time and simplifies the operation of the machine.

The most distinctive feature of this machine, however, is the fact that both the vertical and the horizontal hammers work in the same vertical plane, thus eliminating the necessity of lifting the steel from the upsetting dies to the drawing out dies, and *vice versa*, which is necessary in other machines. As it is always necessary in making or sharpening bits to alternate several times between the dies for upsetting and drawing out, this arrangement results in a considerable economy both in time and in actual labor.

The dies are made of the best tool steel, and are easily and quickly removed and replaced by others for the different sizes of bits or shanks to be made.

The following operations are necessary in making new bits from round or octagonal stock. Heat about 5½ inches of the end of the steel and hammer it between the vertical dies until the ribs are laid out and thin enough to drop fully into the grooves in the dies. Then release the foot treadle, stopping the vertical hammer; rest the shank end of the steel in the recess in the anvil block, and force the steel against the upsetting die by means of the hand wheel, thus automatically starting the horizontal hammer. Continue to alternate flattening out the ribs and upsetting until the bit is well formed, taking care to turn the steel over frequently to insure evenness of the gauge on all sides. Then hold the steel so that the bit end is on the front part of the vertical dies, which are beveled, and draw out the bit edges with the vertical hammer. With a little persistent practice a mine blacksmith or helper soon becomes able to rapidly make or sharpen perfect bits. By sharpening all the steels which are of one length and then changing the dies for the next length, etc., the gauge will be very accurately maintained. These machines are furnished in sizes to handle steel of any desired length and bit gauge, the only change necessary being in the length of the bar on which the anvil block runs.

A brief comparison between sharpening by hand and by the "Numa" machine may be of interest. According to the writer's experience, an average mine blacksmith with helper will resharpen by hand about thirty-five drills per hour for, say, a nine-hour shift, while with this machine one man will sharpen about sixty, and with a helper about ninety drills per hour. These figures are not what would result from a short-test run, but are what should be expected as an average per hour for the entire shift.

One of these machines was installed at one of the

large copper mines in Bingham, Utah, about two years ago, and below are tabulated the labor costs per shift for sharpening drill steels before and after installing the machine:

BY HAND.	
3 blacksmiths at \$3.50.....	\$10.50
3 helpers at \$2.75.....	8.25
Total.....	\$18.75
BY MACHINERY.	
1 blacksmith.....	\$3.50
1 helper.....	2.75
Total.....	\$6.25

A saving in labor cost of sixty-six per cent, or \$12.50 per shift.

Vermont Marble Company After Columbian.

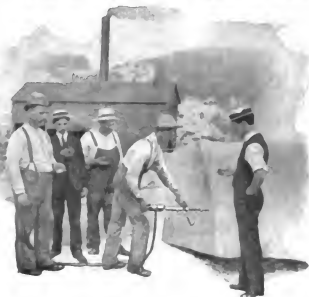
The creditors of the Columbian Marble Quarrying Company, Rutland, Vt., were notified recently that the Vermont Marble Company has submitted a proposition to the receivers of the latter company to lease all of the Columbian property for a term of two years, at an annual rental of \$20,000, with an option to buy the property within the two years for \$280,000. There will be a hearing on the matter before the chancellor, at Montpelier, April 22. It is, of course, for the court to decide whether the proposition shall be accepted or rejected.

Lincoln as a Mercantile Agency.

A New York firm applied to Abraham Lincoln some years before he became President as to the financial condition of a neighbor. Mr. Lincoln replied as follows: "Yours of the 10th inst. received. I am well acquainted with Mr. — and know his circumstances. First of all, he has a wife and baby; together, they ought to be worth \$50,000 to any man. Secondly, he has an office in which there is a table worth \$1.50, and three chairs, worth, say, \$1.00. Last of all, there is in one corner a large rat-hole which will bear looking into. Respectfully yours, A. Lincoln."

FREEMONT, ILL.—Fred S. Perkins and Priscilla J. Perkins, proprietors of the DeKalb & Rochelle Granite Company, on March 30, filed papers of voluntary bankruptcy. The liabilities are given at \$1,175.61, assets at \$1,760. The individual liabilities of Fred Perkins, \$2,604.64, and of Priscilla Perkins, \$645.52. This concern has long been reported as entirely unworthy of credit, and it would be interesting to know who the manufacturers are who have lost by the failure of this concern. There must be some very serious lack in the credit department that will allow the advancing of credit to concerns of such well-known financial irresponsibility.—Ed.

Channelling Granite with Hammer Drills.



SULLIVAN "PLUG DRILL" ON A TEST RUN.

The accompanying sketch illustrates an instance of labor saving in quarry practice, by means of a new type of air hammer drill. The work done consisted in cutting one of a set of steps out of a solid block of granite, at the quarry of Jones Brothers, Barre, Vt. The steps were each 12 feet 6 inches long, 1 foot wide and 6½ inches high. The step removed, being the first, was 2 feet in width, as shown by the rough sketch. The drill operator first sank a line of 1¼-inch holes along the back of the step, 3-8 inch apart. He then broke out the partitions, using the broaching bit shown in the second sketch. This part of the work required only a few seconds for each partition. When this channel was finished, plug holes were drilled on the side and ends of the step, and the whole block of stone split off bodily. The quarry manager was greatly pleased with the result. The usual method, hand hammer and bull set, would have taken one man a week, whereas the drill did the work in half a day.

Barre quarrymen expect to apply the same method to much of their ornamental and monumental work, such as cutting out crosses, watering-troughs, and, in fact, any pieces of irregular shape which may be roughed out of the solid stone by means of channelling. The machine used in the instance described was a Sullivan foot hole drill, class D-19, using hollow drill bits and weighing thirty pounds. Its cylinder diameter is 1¼ inches, and it uses about 25 cubic feet of free air per minute at 100 pounds pressure. It is suitable for drilling holes up to 15-8 inches in diameter and from 1 to 4 feet in depth.

Air is admitted by a push-handle throttle, which is opened when the runner presses the drill against the rock, and closed when this pressure is relieved. The hole is cleaned by the exhaust air, which passes through the drill steel, and is kept true and round by rotating the steel with a hand wrench. The drill steel terminates in a "rose" bit, with from six to eight cutting edges.

This machine recently set a new cutting record for

drills of this class, in Barre granite, by drilling a number of holes 12 inches deep and $\frac{1}{4}$ inches in diameter, in an average time of one minute and forty-five seconds. The best time for a single hole was one minute and thirty seconds. The tool is especially suited for pop or block holes for splitting up large blocks of stone, for shallow channeling, as described above, and quarrying and contract work requiring blasting holes from 1 to 3 or 4 feet in depth.—*Mine and Quarry.*

The Lew Wallace Monument.

We illustrate the reproduction in half-tone of the Lew Wallace monument, erected in memory of the

eminent author, cut from Westerly granite by Joseph Newall & Co. of Westerly, R. I., for Sidney Speed of Crawfordsville, Ind. Mr. Speed speaks of the work as follows: "The work is excellent. The three bases and die and plinth are a copy and enlargement of the monument erected by the sculptor Storey to his wife at Rome, with the wreath of immortelles and the garland of flowers left out and the figure of Grief replaced with a draped obelisk." Mr. Speed states that he modelled the drapery and carving, which was criticised by Loredo Taft, the eminent sculptor of Chicago, before the models were sent to Joseph Newall & Co. The bottom base is 7-6 x 7-6; total height is thirty feet. Owing to the difficulty of securing large pieces of granite, this work has been under way for over a year.



LEW WALLACE MONUMENT.

Erected at Crawfordsville, Indiana, by Sidney Speed & Co. Cut from Westerly granite by Joseph Newall & Co.

DANVILLE, ILL.—Work has begun on a building to be erected on West Main Street for W. W. Dye, and which will be occupied by the latter's marble works. It will be constructed of brick and stone. It will be 72 x 150 feet and built and equipped especially for monumental work. It will have two traveling cranes, designing-room and office. It will be equipped also for operating tools by pneumatic power and electricity.

JANESVILLE, WIS.—George Breesee has installed a plant for operating pneumatic tools.

Correspondence.

FREEDOM, PA.—From C. Schleiter's Sons we receive a communication in which they state that they are always glad to receive GRANITE, MARBLE AND BRONZE; and they add that they would about as soon be without the daily newspapers as without the trade journals.

MESSRS. A. M. HUNT & CO.,
43 Tremont Street, Boston, Mass.

Gentlemen:—Enclosed please find one dollar, in payment for current year subscription to GRANITE, MARBLE AND BRONZE.

At the same time permit me to say that your publication is well worth its price, a statement that I could not conscientiously make about the majority of journals devoted to the monumental trade.

The mere fact that I hold different opinions from those expressed in certain of your editorials does not lead me to the conclusion that the publication is of any less value, but rather that it is of sufficient weight to make a man think for himself,—and that is better than evading the matters where there is any room for differences, as between manufacturer and retailer.

In your April number appears such a one, captioned "The Advisability of Using Care in Sending out Printed Matter." This article interests me far more in the details than in the main subject:—For the character of work illustrated in a vast majority of the circulars,—of which a large number have come to my notice during the past few years,—is not such that it could have any effect except to help the sale of strictly first-class work, in case the booklet came into the hands of a prospective customer. The

few concerns who send out creditable designs are,—I am sure,—very particular in selecting their lists, as your editorial suggests.

It is your statements pertaining to the "Book of Credit Ratings" that particularly interests me,—especially when considered with statements in the editorial preceding. In your "Book of Credit Ratings"

Sullivan Slate Channelers



During the past ten years, the slate quarries of this country have adopted the Sullivan "Class VX" track channeler as a necessary factor in the reduction of quarrying expense, and of waste.

The cut shows a "VX" channeler in one of the large quarries at Pen Argyl, Pa., and illustrates the character of the wall, cut by this machine.

Quarrying methods in the Pennsylvania slate region are described in the May *MINE AND QUARRY*. Send for a copy.

AIR COMPRESSORS

ROCK DRILLS

SULLIVAN MACHINERY COMPANY

Birmingham, Ala.
Butte
Claremont, N. H.

Denver
El Paso
Joplin, Mo.

Railway Exchange
CHICAGO, U. S. A.

Knoxville
New York
Pittsburg

Salt Lake
San Francisco
St. Louis

it appears to be an advantage to have one's name preceded by the letter "A," indicating that one carries a "stock." Still, per editorial preceding, "In a number of states you find concerns who have carried a stock in the past, but are now carrying no stock at all, selling entirely from design." While I do not reside in one of the states mentioned where this occurrence is most frequent, I am properly in this class,—or shall be, as soon as I can dispose of such stock as I now have. It is my personal opinion that there are two extreme classes of monumental work now being sold entirely from design; namely, the best and the worst. The former from special design to fit a particular place and to memorialize an individual, such, for instance, as the Millmore memorial in Forest Hills Cemetery of your own city; and the latter from the alleged design book of the quarry hustler or the jobber. So it would be of much interest to know something of the character of the concerns who have and are changing the policy of their business as regards the carrying of a stock,—whether they are irresponsible "quarry agents" or men of ability, who believe that the most fitting monument should be designed for a definite purpose expressing individuality, instead of made up in job lots to be sold off the shelf,—so to speak,—like chromos.

In this age of specialization, it is not surprising that we find the tendency in our own business. We in the East know better than our fellow tradesmen further

away, how, in the quarry towns, there are concerns who have through choice or necessity come to specialize on one class of work. Firms who polish, firms who turn, firms who carve, firms who devote themselves to rock face work, and so on, they are growing more and more to do one line of work, and most naturally to do that one line better than their competitors, who take anything that offers itself in the shape of an order. And, I think it will be generally agreed that these concerns are in every respect the strongest and most to be relied upon.

This condition, coupled with the conditions of labor, which fixes a minimum wage and thereby lets loose the incompetent workmen to tramp from town to town and keeping the skilled ones at work "where the granite grows," must ultimately result in the production of nearly all monumental work at the quarrying centers. We may expect a few concerns of long establishment in the retail business, and who are able to keep with them skilled workmen who have grown up with the business, but when these men quit the banker from old age or death, their places are filled with great difficulty, or more often not filled, one or two of such cases having come to the attention of the writer.

Is not, then, the future of the retail monument dealer, in its highest development, to become a sort of Contracting Designer?

Another phase of the situation, more applicable to the present day, is that it is of as much or more con-

sequence to the retailer to know the rating and character of the manufacturer who does his work as it is to the manufacturer to know about how much stock is being carried by his client. I know, personally, of retailers who are trading with jobbers who do not own a chisel or employ a man who ever held one in his hand, and yet through reading advertisements and listening to the jobber's agent are convinced that they are dealing with a firm who own and operate an extensive plant. In reality their work is being sub-let to the cheapest of the cheap, and the recitations of friction between wholesaler and retailer frequently occurring in your columns is one of the results.

Why is it not a proper work for the Retail Dealers' National Association to take up the unbiased compilation of information regarding those who manufacture, and if they really do, let them have the distinction of a large "A" before their names, or if their "Barre Yard," their "Quincy Shed" and their "Aberdeen Office" are mere creations of advertising inspiration, let the fact be clearly indicated?

Yours for improvement,
ROBERT L. COOK,
Springfield, Mass.

Marble and Granite.

The following is taken from the Muskogee, I. T., local paper.

Perhaps you have a friend in the East who is interested in the marble or granite business. If you have, write him a letter and tell him there are hundreds of acres of marble in the vicinity of Marble City, east of Muskogee, equal to that of the Georgia quarries, waiting only for the coming of practical marble men, with money and enterprise. Tell him this section of the new State is rich beyond comparison in material for which there is a constantly increasing demand. If he prefers to operate in the granite fields, tell him there are thousands of acres of the best granite in the world lying exposed to view in the Chickasaw country, along the Pennington and Washita Rivers, near Tishomingo, and tell him the Chickasaw capital building, at Tishomingo, the granite for which came from nearby quarries, is, in point of beauty of material used, far superior to the Texas State Capitol, built of the celebrated Burnett granite. A visit to this section of the State will convince your friend that the marble and granite supply here is practically inexhaustible, and that the time will come when the product of these quarries will go into the finest buildings in the nation, and that now is the time to get in and reap the re-

ward of the pioneer in the business. Write him a letter to-day, and the result may be you will add to the industries of the new State of Oklahoma and be the means of assisting in the development of some of our matchless resources.

Resurrection of a Statue.

A strange resurrection of a statue has recently taken place in France. It was found in the cellar of the Senate building, where it has lain since 1870.

Early in that year, when everything looked peaceful in France, Napoleon III. ordered the famous sculptor, Gustave Adolph Desire Crauk, to model a statue of the Goddess of Victory, to be cast in bronze, for the Luxembourg Gardens, where several other statues by Crauk are displayed.

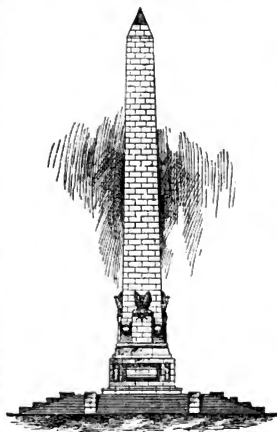
By a strange fatality, the sculptor shipped the completed work from his studio in Valenciennes just in time for it to be delivered in Paris on September 2, the day of the capitulation of the first French army with Napoleon himself at Sedan.

The Goddess of Victory had not many worshippers in Paris at that time. The statue was never even unboxed. It was shoved out of sight and promptly forgotten. Later, Senator Girard, who hails from Valenciennes, got some hint of the existence of the work, and started a search for it. There is talk of holding an exhibition of Crauk's works in Paris at an early day. The statue was found and the critics pronounce it a work of merit. The superstitious see in its discovery an omen of returning military prestige to France.

Senator Girard at once laid claim to the statue for the sculptor's native city.

Nobody wanted to carry out the project of Napoleon, so he carried his point. The statue has been erected in Valenciennes and unveiled with elaborate ceremonies after its thirty-six year sleep in dust and darkness.

DUBOIS, PA.—The Neal Marble and Granite Company have recently installed a 7 horse-power engine and air compressor, also added an extension to the workrooms. The plant is lighted by electric lights for night work and exhibition purposes. The power plant operates the pneumatic tools. W. S. Carpenter is in charge. This plant is a branch of the Neal Marble and Granite Company of Punxsutawney and Meadville, Pa.



SHAFT NOW BEING ERECTED AT JAMESTOWN, VA.,
OF NEW ENGLAND GRANITE, BY NORCROSS
BROS., TO COMMEMORATE THE LAND-
ING OF THE FIRST ENGLISH
SETTLERS IN AMERICA.

Proposals Invited for Erection of Monument.

Proposals are invited for the erection of a soldiers' monument at West Chester, in the County of Chester, State of Pennsylvania. The structure is to be composed of bronze figures, stone and other materials. Specifications and working drawings can now be seen at the office of the County Commissioners, at West Chester, State of Pennsylvania. Bids may be made for the bronze work exclusively; or for the stone work exclusively; or for the whole, as a complete structure. Bids will be enclosed in a securely sealed envelope and endorsed, "Bids for the erection of the Soldiers' Monument." This will be enclosed in another substantial envelope and addressed, "Commissioners of the County of Chester, West Chester, Pennsylvania." A certified check for two hundred and fifty dollars must accompany each bid, to be forfeited to the use of the said County of Chester, should the successful bidder fail to comply with the conditions. A bond with approved security, conditioned for a faithful performance of contract, as set forth in the specifications and drawings submitted, will also be required from each successful bidder. All bids must be on file in the County Commissioners' Office, at West Chester, State of Pennsylvania, not later than TUESDAY, MAY 21ST (Twenty-first), at 12 o'clock noon, 1907. The Commissioners reserve the right to reject any or all bids.

All communications should be addressed to the Commissioners of Chester County, West Chester, Pa.

JESSE J. HICKMAN,

WM. STEVENS,

ISAAC J. TUSTIN,

County Commissioners.

Obituary.

We have before us, notice by the Woodbury Granite Company, of the death of their President, John S. Holden, at Bennington, Vt., on Friday, the 22d of March. Mr. Holden has been officially connected with the Company since its reorganization in 1896. We well remember the condition of the granite industry in Hardwick previous to this concern being formed. William H. Fullerton of Manchester, Vt., was one of the owners of the quarry, which is now operated by the Woodbury Granite Company. Fullerton only operated in a small way, owing to the lack of money to provide equipment. We well remember, on our first visit, that the sole power was provided by a pair of oxen. There was only one small derrick on the property, which was entirely inadequate to handle pieces of granite that were then quarried, and was only used to pull the pieces of granite from their bed, that they might slide down the side of the mountain and find a resting place, from which they would be loaded upon wagons in the summer or sleds in the winter, and hauled to Hardwick. This was the condition of things when Mr. Holden took hold of the property, forming the firm of Bickford, More & Co., which was succeeded by the Woodbury Granite Company. From the point described above, the

business has been built up by the application of money and energy to the point where 500 men are employed, and large contracts, involving thousands of dollars, have been filled. We believe that to Mr. Holden and his associates is owing the existence of Hardwick in the granite industry of to-day, for it was this Company which brought the recognition of the architects and others to the granite produced in this section. Mr. Holden was a resident of Bennington, Vt., where he was a member of the firm of Holden & Leonard, conducting large woolen mills. He was also president of the Bennington County National Bank.



Trade conditions have been well maintained during the month. Unfortunately the production of work has been somewhat curtailed by the lack of light stock. The past severe winter, more especially the hard, continued frosts of December, January and February, has told heavily on some of the largest and best light quarries on the hill. The conditions at the quarries when winter broke up were almost unprecedented. However, the situation is only temporary; matters will be adjusted in a few weeks, when no trouble will be experienced in obtaining light stock on short notice. Some delay has been, and will be caused in shipments through this scarcity of stock. At the majority of sheds, many cutters were laid off until stock could be obtained.

James Campbell, the well-known secretary of the Barre Granite Manufacturers' Association, has sold his interest in the firm of Mortimer & Campbell, with which concern he has been connected some fourteen years. Mr. Campbell will become manager of the Barre Granite Quarry Company, in succession to Frank Craig, who has resigned. The good wishes of his numerous friends go with Mr. Campbell in his new position.

Jones Brothers have under way in their cutting sheds a large mausoleum for William Rockefeller of New York, a brother of John D. of the Standard Oil. When completed, this mausoleum will rank among the best in the country for size and magnificence.

We notice the car question, as it effects the manufacturers located on the Central Vermont road, has once more become acute. We presume that the millennium, lately promised by the Central Vermont authorities, has not materialized, as far as concerns the furnishing of cars to their patrons. And to think that the ink has scarcely dried on the recent elaborate agreement, the stipulations of which were drawn up by a couple of leading lawyers; the agreement that was to banish forever the manifold causes of discontent against the C. V. service; the agreement that, it

was confidently predicted, would bring back the smile of peace and contentment to the countenance of the much harassed and worried manufacturer.

The writer, while passing through the local freight yards one day recently, counted three new air compressors which had just reached Barre from the man-



Puris Salen, 1906.

PUFF OF WIND.

ufacturers. They were all of the two-stage type, and probably of from 300 to 400 ft. capacity. We have remarked, lately, a tendency on the part of firms installing new compressors, to have the new machines of a sufficient size, to not only supply their present needs, but, also, to meet a probable increase in their business. That this is sound policy is plainly shown and emphasized by the large number of concerns that have recently replaced small compressors by others of greater capacity, giving them, in some cases, three times the amount of air per minute. We know several cases where small compressors were installed, only to be found, at the end of from six months to a year, of too limited a capacity to meet the demand due to the firm's increase of business.

The citizens of Montpelier having decided on the erection of a new city hall on Haymarket Square, the following offer was tendered the city by J. B. Campbell of the United States Quarries and Granite Construction Company of Barre:

"First: We will furnish the granite for a granite front for a city hall for the cost of brick and granite for the same, plus ten per cent. of the cost of the building. Second: In order that Montpelier may have a city hall built of granite, we will donate the granite and give the same free of cost for a city hall complete and make only the charge for actual cost to produce and prepare the stone, the books and records showing that actual cost to be open for inspection by your committee."

At Parry & Jones' shed we had the good fortune, the other day, of seeing the first Trow & Holden sur-

facing machine being tried out. Mr. Parry informed us that they had just started up the machine that morning, and from what they had seen of its capabilities, they were confident it was going to be one of the best surfacing machines on the market. We were most favorably impressed with its simplicity of construction and apparent ease in working. We understand it is the intention of Trow & Holden to add the manufacturing of surfacing machines to their pneumatic hand tool business. Parry & Jones are well supplied with orders and are running about twenty-six cutters. They have almost completed a good-sized mausoleum with seventeen-foot roof stones. The front of the mausoleum shows four columns with carved caps. The frieze is elaborately carved, heavy festoons covering the space on each side of the family name.

Phillips, Findlater & Co. are getting out at present a fine class of hammered and carved work. While looking around their shed we noticed various parts of a mausoleum under way, the roof stones of which measure over 14 ft. in length. The firm are contemplating adding to their present shed accommodation. Their business has increased to an extent that they find themselves somewhat cramped for shed room. An Oldham surfacing machine of the largest size was recently added to their equipment.

The E. B. Ellis Granite Co., Northfield, have installed a lathe for turning granite columns. It has a capacity for turning a column 7 x 40 feet. It also has



Puris Salen, 1906.

THE RETURN FROM THE CHASE.

a fluting attachment. These large machines are necessary for the immense work now being turned out by the company.

Charles R. Scott, of the firm of Scott & Townsend, has purchased the interest of E. O. Townsend, and also acquired the manufacturing plant formerly occupied and owned by Wells, Lamson & Co., the new firm is to be known as Chas. R. Scott & Co. A new

air compressor is being installed and other equipment. This plant is one of three plants in Barre which have a water power, and also one of the first plants to install an overhead traveling derrick. A. T. Hirtle is associated with the firm and has had many years of practical experience. Mr. Scott has been connected with the granite business for years, as quarry owner and manufacturer, and is one of the most progressive men in the business.

Quarry owners, on May first, advanced the price of rough stock from 5 cents a cubic foot for ordinary small stock to 10 and 15 cents for larger stock. They state that the advance is necessary on account of the high wages they are obliged to pay to quarrymen.

A very complete line of samples of marble and granite was recently shipped from Vermont, to be shown at the Exhibition to be held at Janestown, Va.

BRATTLEBORO, Vt.—It is proposed to dam the Connecticut River at this point, the work to be commenced in the early spring; the stated price per h.p. will be from \$25 to \$30. It is estimated that 12,000 h.p. will be developed.

An exceptionally large and handsome sarcophagus monument has just been shipped to San Francisco by Barclay Bros. The order for this monument was placed with Barclay Bros. about two years ago, since then the contract has experienced a unique and varied career. The San Francisco dealer when placing the order with Barclay Bros. was unaware of the fact that the design was copyrighted by another firm. When it was discovered that such was the case, a series of protracted negotiations were begun to overcome the difficulty. Much time was consumed before the matter was adjusted to the entire satisfaction of the parties interested, but at last the outlook became brighter and everything seemed favorable to making an immediate start to carry out the contract, when matters were once more brought to a halt through the financial loss caused by the disastrous earthquake which overwhelmed San Francisco. Affairs were once more straightened out and work commenced on the monument, this time to be carried out to completion. The sarcophagus consists of three bases, die, frieze and cap. The dimensions of the bottom base are 14-0 x 6-10 x 1-0. The cap measures 10-2 x 4-0 x 1-6; total height of monument 6-6. At each end of die are placed five columns with elaborately carved caps and bases. The work is all hammered and richly carved, the most part renaissance. A bronze wreath and palm branch lay diagonally across the three bases and die, the whole forming one of the best examples of monumental work ever shipped from Barre.

Barclay Bros.' shipments this year include two large mausoleums, while they have also other four under way.

The Dewey Column Cutting Co. have recently had some alterations made at their plant, which handicapped them for a short time in getting out their work, but they are now in a better position than ever for getting out their orders promptly. They

employ, at present, about 25 men, including the column cutting department. The company report that business has been very good since the beginning of the year, more especially in the column turning branch. The latter part of their business has been kept going to its full capacity right along.

Novelli & Calagni have just completed four caryatids, forming part of a large mausoleum. The figures represent Art, Finance, Law and Benevolence, and are 7-6 in height. Two of the figures form the doorway piers and the other two front corner piers. The cutting work is extremely fine, as the figures will be viewed at practically ground level.

The Blaisdell Machinery Co. have just completed the installation, at the plant of the Bessey Granite Co., of one of their two-stage, 14 x 9 x 8, air compressors. They have also fitted up to the order of the firm that purchased the Wells, Lamson plant, one of their Class A.A., 12 x 10, compressors. In addition to the above two machines, the Blaisdell Co. have an order from Doucette Bros., Montpelier, for one of their two stage, 16 x 10 x 10, air compressors. This latter compressor was shipped recently from the works of the Machinery Company, and will be put in place as soon as it reaches Montpelier.

Conolli & Co., with their ever growing business, having outgrown the capacity of the air compressor at present in use at their plant, have placed an order for a new compressor, of a size that will more than furnish sufficient air power to meet the increased demand. This new compressor will be installed in the course of a few weeks.

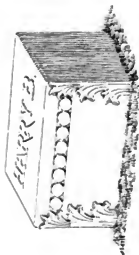
C. W. McMillan & Son have experienced a moderately busy season, and are, at present, getting out for early delivery, a number of medium sized contracts. They are employing about their average number of cutters.

Dineen & Co., and LeClair & McNulty, have moved into the new Granite Street plant, one-half of which will be occupied by each firm. These two concerns are now sufficiently provided with shed room, so as to enable them, at any time, to increase the number of their cutters to meet a heavy rush of orders. The sheds are fitted up in a first-class manner, the power for the derrick being furnished by electric motor. Dineen & Co., and LeClair & McNulty, have each added to their equipment, an Oldham surfacing machine of the largest size, which will considerably increase their output of work.

Marr & Gordon have had a spur track laid from the Central Vermont Williamstown branch road into their polishing mill at South Barre. This polishing mill, which is situated on the eastern bank of the river, on the edge of a deep ravine, is splendidly located for obtaining a never failing supply of water power. The building of this switch brings the cutting and polishing plants into direct railroad communication; the two or three miles of road between the two plants forming part of the Central Vermont railroad system.



G



H



J



K



L



M

"GRANITE, MARBLE AND BRONZE," MAY, 1907.

SIZES:

G	2-0X1-0X1-2
H	2-0X1-0X1-2
J	2-4X1-4X1-4
K	2-3X1-8X1-3 1/2
L	2-6X1-0X2-0
M	2-0X1-0X1-0

PRICES:

Barre	Westerly	Troy White
G	P	P
H	P	P
J	P	P
K	P	P
L	P	P
M	P	P

W. W. MURRAY, ENGR.



"GRANITE, MARBLE AND BRONZE," MAY, 1907.

SIZES:

3-4 x 1-10 x 6-2
 BRONZE . 3-0 x 2-3 COST C G Y

PRICE:

Barre Granite	G E
Quincy Granite	C C Y
Troy White Granite	C A E
Westerly Granite	C R E

The Barre Railroad Company has added to its rolling stock equipment, since March 1, this year, seventy-five new flat cars of 60,000 lbs. capacity each. Including this latest addition, the number of cars now owned and worked by the company is increased to a total of three hundred and sixty. As these cars, in the conveying of rough stock from the Barre quarries, are solely for local use, being seldom billed to any points beyond Montpelier and Northfield, the Barre Railroad management are confident that they are now in a position to give a prompt response to all demands on their road, in the transporting of rough stock from the quarries to the cutting sheds located at Barre and all the nearby granite centers.



Quincy granite manufacturers are rushing business this month. Every man is bending his best energy, for this is the one month in the year when customers are more particular about getting their work on time than any other. All of the firms seen report having a good run of work on hand at the present time. New orders, however, are not as brisk as they would like to see them. They believe, however, that by the middle or last of May, business will have settled down and that then new orders will begin to come in. This season of the year is always rather quiet, as far as new orders are concerned. There have been many requests for estimates received for large work, but few of these jobs have been placed at the present time. As has been repeatedly mentioned in these columns, the shipping facilities for granite are something deplorable, and enough to try the patience of Job. The railroad has made repeated promises to better the situation, but up to the present time the situation is just as bad as ever. It is no uncommon sight in the early morning to see nearly a dozen teams waiting to unload at the one derrick. The teamsters have lost much good money by having to use nearly a whole day in getting rid of one load, and now it is proposed by the teamsters not to charge by the load, but by the time consumed. This means that the cost of transportation is going to be quite heavy for some of the firms.

Luther S. Anderson, manager for the Granite Railway Co., reports that the demand for their celebrated dark Quincy stock has been unprecedented this year and that it has been a case of hustle with them to supply all orders in addition to what is needed at their own cutting plant. At their monumental department they have a large amount of work on hand, several of the jobs being of the larger kind.

Returns from the two shipping terminals for the month of March show that the output of granite for

that month was 8,395,085 pounds, an increase of over three million pounds from the amount shipped in February. This amount was not shipped without great difficulty, for the facilities both at the Quincy Adams and West Quincy terminals are such as to try the patience of the best. Day after day for the past month it has been no uncommon thing to see eight or ten teams lined up waiting for a chance at the railroad derrick to unload. Something should be done to relieve this situation.

The Merrymount Granite Co. are receiving as many orders for their granite for monumental purposes as they can handle and are working every man possible. At their cutting yards they are busy with a lot of monumental work, promised for Decoration Day.

Smith & Marshall are showing some handsome finished jobs at their yard, awaiting shipment. They are largely of the sarcophagus design, and of Quincy stock, all polished.

C. A. Swingle & Co. are shipping several car loads of finished work every week. Being fortunate enough to have a spur track in their yard they are not bothered at the public railroad derrick. Their work at the present time is of the medium size variety.

The plant of George Ruxton, on Penn Street, presents a busy scene just at the present time, as he is busy finishing up a lot of work that was promised to be delivered this month, and it will be no fault of his if it is not. He has a fine run of work this season and anticipates a busy year.

Alexander Mundie has a good run of work of the average kind on hand, but nothing that he cared to mention in particular. All of his work is good. That is the only kind that he turns out. Several of the jobs seen at his yard give evidence of the quality of the work that he turns out.

Alexander Falconer, who is a member of the present City Council, finds that his public duties and his granite business take up about all of his time. He says that the indications are for a busy season, if he can judge anything by the number of inquiries for prices and estimates on monuments of various kinds.

Hughes & Johnson were at work upon a handsome carved sarcophagus job when your correspondent called upon them this month. The family name on the face of the second base is in large raised block letters that can be seen from a distance. The die of the job is very highly polished.

W. T. Spargo has just finished a very handsome sarcophagus job of dark Quincy stock. The bottom base is 9-10 x 6-10. The job is to be all polished. He reports a fairly good run of work on hand, and says that he will have no difficulty in getting his orders off on time, so as not to disappoint his customers.

D. E. Cameron says that he has no large work on hand, but that he has a good run of medium-sized

*Price, delivered, including
a subscription to Granite, Marble and Bronze
\$2.00*

JUST ISSUED

Design Book

No. 4

A. M. HUNT & Co.

Gentlemen:—I received your Design Book today; it is O. K.

JOHN THORNTON,
San Francisco, Calif.

A. M. HUNT & Co.

Gentlemen:—I received your Design Book, No. 4. It is a valuable addition to the other design books which you have published.

JOSEPH WALKER,
Quincy, Mass.

A. M. HUNT & Co., Boston, Mass.

Dear Sirs:—We received the Design Book, No. 4, and we think it is a very nice book, indeed. We feel sure we shall secure a great many orders from the book.

Very truly yours,

W. H. PERRY CO.
Concord, N. H.

A. M. HUNT & Co., Boston, Mass.

Gentlemen:—The Design Book is very neat and the designs are above the standard.

Yours truly,

MAQUIRE & O'HERRON,
East Milton, Mass.

A. M. HUNT & Co., Boston, Mass.

Gentlemen:—Your Design Book, No. 4, to hand. We hope that we will soon have calls from the trade to quote prices for some of the designs.

Thanking you, we remain,

Yours truly,

C. W. McMillan & SON,
Barre, Vt.

MESSES. A. M. HUNT & Co., Boston, Mass.

Gentlemen:—We are in receipt of your esteemed favor and a copy of your Design Book, No. 4. We certainly appreciate this book and have already handed it to one of

our men, believing it will be of great benefit to him in securing orders.

Very truly yours,

C. A. SWINGLE & Co.
Quincy, Mass.

MESSES. A. M. HUNT & Co., Boston, Mass.

Gentlemen:—We are in receipt of your favor of the 4th, also Design Book, No. 4. We are very much pleased with it.

Yours truly,

JONES BROTHERS CO.
Boston, Mass.

A. M. HUNT & Co., Boston, Mass.

Gentlemen:—We are in receipt of a copy of your Design Book, No. 4. While we have not had time to look it over, we greatly appreciate it and trust we shall get some benefit from same.

Yours respectfully,

E. L. SMITH & Co.
Barre, Vt.

A. M. HUNT & Co., Boston, Mass.

Gentlemen:—We are in receipt of your Design Book, No. 4. We congratulate you on your success in compiling such a valuable set of designs, and we are sure the book will find a very ready market. We recommend it to all dealers.

Yours truly,

GREARSON-BECKETT CO.
Williamstown, Vt.

A. M. HUNT & Co., Boston, Mass.

Gentlemen:—Book of Designs received. They are certainly nicely gotten up and worthy of a place in any retail dealer's kit of designs.

Yours very truly,

WOODBURY GRANITE CO.,
Hardwick, Vt.
JOHN D. SARGENT, Supt.

PUBLISHED BY

A. M. HUNT & CO.

43 TREMONT STREET

BOSTON

This Book is Sold to Subscribers to Granite, Marble and Bronze only

"THE PROOF OF THE PUDDING IS IN THE EATING"

Car shortage has troubled you greatly for several months. Do away with that irritator by sending your orders to us. Don't take our statement for it but try us and see.

GREARSON-BECKETT CO.

WILLIAMSTOWN, VT.

work. With a traveling derrick and close to polishing mills, he is fully equipped to get out orders at short notice.

Milne & Hector are getting out several good-sized monuments of Westerly granite, which they will ship this month. Pneumatic tools and other modern appliances enable them to get out work that is among the best.

Forbes, Craig & Co. show a fine line of finished monuments in stock for immediate delivery, and any one in need of a hurry job would do well to look them over. They are of dark Quincy stock, and nearly all polished. They also have a good line of work that they are finishing up for customers.

The Quincy Column Turning Company are getting out some very handsome columns that are to form a part of an immense mausoleum job in a Western city. They are also turning several columns that are to be all polished, as well as a large-sized ball.

Prout Brothers are getting ready to commence active alterations to their plant, which were outlined in the last issue of GRANITE. Active work on these improvements will not be commenced until the Decoration Day orders are shipped. Three car loads a week has been their average this month, which gives an idea of the volume of business that they are doing.

McDonnell Brothers have several handsome all-polished Quincy jobs set up in their yards, all ready for shipment. They also have on their books orders for many more that they are getting ready to tackle at an early date.


Fuller, Foley & Co. are getting out two handsome jobs for immediate shipment. While the bases are

not very large, the jobs are highly polished and have considerable carved work upon them. The size of the bases is 4-10 x 3.

A. M. Dean & Co. have several large jobs about ready for shipment. One of these is a very handsome and elaborately carved Celtic cross job of Westerly granite for Rev. J. J. Coan, the pastor of St. John's Church, Quincy, which will be erected at Holy Cross Cemetery. The base of the pedestal, on which the cross sets, is 6 x 4. They also have several other elaborately carved jobs about ready for shipment.

M. Monahan is hard at work upon four very handsome tablet jobs. The bases of these jobs are 6 x 1, and the die which sets on edge, 5-6 x 5-3. This die is surmounted by a cross. The jobs are to be all polished. They are about as handsome a thing of its kind that has been cut in Quincy for some time.

Climbing over the hill in the rear of the West Quincy Depot, your correspondent came to the quarry of J. S. Swingle, which has now reached a depth of 200 feet, and still going down. A look about the quarry showed a number of improvements under way. Lying near the steel bridge that crosses the quarry were the sticks that will form a large and powerful derrick. Fifty tons, so one of the workmen said. The main stick is 110 feet long and 29½ inches in diameter, while the boom is 98 feet long and 27½ inches in diameter. This will enable the derrick to cover an area of 200 feet. It will be operated by a large hoisting machine, which is being installed in his new engine house, built of granite, with an iron roof, so that it is practically fireproof. In this same engine house is a new 375-foot air compressor, which operates fourteen plug drills and several surfacers. Power to operate these is obtained from a 150-horse-power



The Amount received above Cost is Profit

The "Dallett" Senior Surfacing Machine

*Increases Profit by Saving Time and Labor the
chief factors in Cost*

Write for Bulletin

THOS. H. DALLETT CO.,
23RD AND YORK STREETS, PHILADELPHIA, PA.

boiler. In addition to this power plant, he has two others, making three in all.

At present he is somewhat cramped for room, but he told me that he proposes to build a new roadway from the quarry by an overhead bridge to the main street. This roadway will end near what is known as the Berry quarry, which has recently come into his possession, and which he proposes to operate in the very near future. The Berry quarry produces a fine grain of medium granite, which lies in sheets, and will doubtless be in great demand. A new power plant will be erected to operate the quarry. A spur from the main line of the Quarry Railroad runs into this quarry, affording unusual favorable opportunities for shipping.

Joseph Walker shipped several good-sized jobs this month, which will reach the purchasers and be set up before Memorial Day. He reports that, while business has been a little quiet, as far as new orders are concerned, he believes that warm weather will make things start up some. He has enough work on hand at the present time.

Joss Brothers Company are getting out some very handsome memorials of Westerly granite, as well as some equally handsome jobs of dark Quincy stock. Those of the Quincy stock are polished at their own mill, which in itself is a sufficient guarantee that every job is all right when shipped. They have a good run of work on hand, and say that everything points to a busy season, even better than last year, which was conceded to have been the best year that Quincy has seen for several years.

The local Board of Trade, who have the matter of improved facilities for loading granite at South and West Quincy in charge, have recently been in conference with the railroad officials, who have promised to take up the matter immediately.

Patriots' Day was observed by the granite manufacturers in the city, not by closing their plants, but by working them to the full capacity. The nearness to Memorial Day made it imperative that every day

possible should be utilized in getting rush orders along, so that they could be shipped in time.

Birnie & Diack report work as fairly plentiful, with good prospects of a rushing season. They have several large contracts under way, parts of which can be seen in their yards, all boxed, ready for shipment. They are largely of Quincy stock, although the firm stand ready to furnish any granite desired by customers. Just mention the granite desired, and they will produce it.

Kavanagh Brothers Company report business as exceptionally good. Their books show orders for some finely designed Celtic crosses and several large sarcophagus monuments for New York and Pennsylvania parties. They are having numerous inquiries for heavy work. All work by this firm is in Westerly granite and not to be surpassed by any firm.

The busy hum of industry, which is at once apparent to visitors at the plant of Deacon Brothers, speaks in no uncertain way that business here is rushing. Mr. Deacon reports a fairly good run of orders on hand and anticipates a good season's business, even better than last year, which was a banner year with this firm. They had no job under way which they desired to particularize, although several good jobs could be seen lying about the yard ready for shipment.

The plant of J. F. Desmond, although situated a little way from the main granite centre at West Quincy, is but a few minutes' walk from that station, and a visit to the yard will well repay one for the walk. Mr. Desmond is a hustler from the word go, and work is turned out with a rapidity that is astonishing. He has a large amount of work on hand at the present time.

Clark & Pearce are having a fair amount of business this spring, and are turning out a fine class of work, some of which is elaborately carved. Specimens of their work can be seen at their yards, and speaks for itself of the kind of jobs they turn out.

Barre Pneumatic Tools
FOR GRANITE-MARBLE AND STONE

SURFACER TOOTH CHISELS

Made of 1 1-2 inch sq.
stock for large and 1 3-8
inch for small machines.
Nothing but the very
best of material used.

PRICES

FOR LARGE SURFACERS

\$1.25

EACH

FOR SMALL SURFACERS

\$1.00

EACH

Everything in the
line of small
tools for working
Granite

PROMPT SHIPMENTS FROM STOCK

Trow & Holden
BARRE, VERMONT

The Columbia Granite Company are giving employment to all the cutters that they can handle at their present quarters. They have a good run of work on hand, although they say that new orders are coming a little slow just at present. They believe, however, that the prospects are good for the coming year.

The prospects are that the facilities for shipping granite at the Quincy Adams Station will be improved in the immediate future. The local Board of Trade, who have had the matter in charge, have had several conferences with the railroad in regard to the matter, with the result that they have received a letter from the railroad officials to the effect that President Mellen has authorized an appropriation of \$15,000 for the erection of a traveling derrick. The letter states that the order for the derrick has already been placed and that it will be erected as soon as it can be manufactured. In the meantime, the railroad has put on two more men at the present derrick, giving a force of three men to handle the derrick and load cars. This will be of great help and will aid materially until the proposed traveling power derrick is in working order.



Among The Retail Dealers

LANCASTER, N. Y.—Bauer Brothers have recently installed a new gas engine to give them more power for additional machinery.

TUSCULA, ILL.—Mrs. J. F. Goff of the Tuscula Marble and Granite Works has associated Mr. Ralph Walton of Chicago with her in the business. He will have entire management of the plant and also solicit for the firm.

SEYMOUR, IOWA.—Jameson & Hill are building a shop, to be occupied by them as a marble works.

LAFAYETTE, IND.—Lafayette Granite Company has recently been incorporated, with a capital stock of \$7,500. The incorporators are Charles H. Bradshaw, Louis H. Schlesselman and Lida C. Franklin.

DULUTH, MINN.—F. J. Ambrasich of St. Cloud has recently been looking over locations at Virginia, for the purpose of starting in the monumental business. Matthew Slivnich will be associated with him in the business.

ASHLAND, OHIO.—The Ashland Monument Company have established a branch at Lodi, Medina County. W. Wells, who has been in business in Lodi for a number of years, will have charge of the plant.

BOOTHBAY, ME.—The firm of Pierce & Watts have dissolved. The business will be continued by S. H. Pierce.

LAKE CHARLES, LA.—J. E. Lord of Belton, Texas, has just purchased the plant of D. C. Kimball. Mr. Kimball has left for Los Angeles, Cal., where he expects to make his home.

HASTINGS, MICH.—James DeCoursey has rented part of a building and will start a branch at this point, his office being located at Eaton Rapids.

LA GRANGE, GA.—Property has been purchased for a new marble plant by E. Rogers, which is soon to be in operation.

CANTON, ILL.—The Lewiston Monument Works have recently been sold by Emerick & Huff to T. H. Barnes and W. J. Lackey. Mr. Emerick will continue in the employ of the new firm.

RICHMOND, VA.—The contract for a monument to be put over the grave in Hollywood of the late T. Abe, a representative of the Japanese government, who was in this country in the interest of the tobacco industry, and who died in the Virginia hospital Jan. 15, has been given to Perkins & Grappone, sculptors and stone cutters. The monument will be of Virginia blue granite and will have an inscription on front and back in Japanese. It will be the first monument of the kind in the state.

WASHINGTON, PA.—William James Howarth, for over half a century in the marble-cutting business here, died March 30, aged seventy-six years.

DETROIT, MICH.—David Patterson, an old-time monument dealer, died recently. He had been in the business thirty-eight years.

ADRIAN, MICH.—The Maple City Granite Company are now installed in their new building. This is one of the finest locations in the city. The building is entirely new and admirably adapted to the purpose. They have a fine stock of monuments on hand and a splendid showroom on the east side of the building, the office being on the west side and furnished right up to date.

JOHNSTOWN, PA.—The trustees of Conemaugh Lodge, No. 1911, acting as a special committee appointed for the purpose, have accepted a design submitted by the Keystone Marble and Granite Works for a costly and artistic monument. The finished memorial will cost in the neighborhood of \$3,000.

STERLING, ILL.—The G. A. R. committee let the contract for a soldiers' monument to W. J. Moore, March 25. The monument will be of Barre granite, 17 feet high, with statue of a soldier at "parade rest," full-dress uniform. The price was \$684.

ALBANY, N. Y.—Gazeley & Moffit have recently added electric power to their plant, installed polishing machines for granite, and in addition have put in compressed air for pneumatic tools.

LACOME.—The contract for the soldiers' monument has been let to the Lewiston, Me., Granite Company.

CARTHAGE, MO.—The Kellogg Marble Company have moved into new quarters at Sixth and Main streets. The Kellogg Marble Company's business has grown until it became necessary to enlarge their quarters. This plant is up to date. The buildings cover most of the lot, 50 x 100 feet in size.

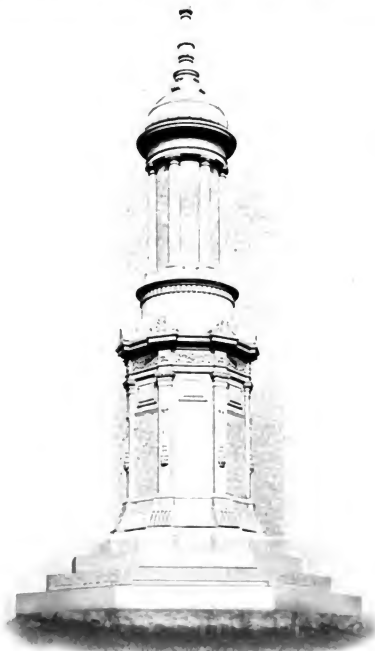
DUBOIS, PA.—The Neal Marble and Granite Company have recently started a branch of their Punsutawney and Meadville shops at this location. They have recently installed a compressed-air plant. W. S. Carpenter is in charge.

TOLEDO, OHIO.—The Eckhardt Monumental Company, capital \$35,000, was incorporated March 18 by Sylvia R. Eckhardt, Hazel L. Eckhardt, George A. Waldvogel, G. E. Eckhardt and G. E. Keyt. Of the stock, \$10,000 is in the form of six per cent preferred. The purpose of the new company is to take over the business of the Eckhardt Monumental Company, which has heretofore been a private enterprise, and whose plant is located at 27 Erie Street.

MANCHESTER, N. H.—The local press, speaking of William G. Garmon, of Palmer & Garmon, says that a recent date marks the fiftieth anniversary of his commencing work at this point. He was born at New London, N. H., in 1838, coming to Manchester from Laconia at the age of nineteen, and finding employment in the firm of Palmer & Farnham, becoming a member in the firm in 1871. He is a member of the Masonic Fraternity and other organizations. He is in excellent health, and has the appearance of a man who is destined to enjoy many years to come.

DELANO, MINN.—We have before us copy of the Delano *Bulletin*, in which appears the advertisement of Hamilton, the stone man, in which he states that, during March, he will give a \$25 marker with each \$100 order. This would seem to us to be a little out of proportion, and we would look with suspicion upon the man who would make such an offer to us. In the same paper appears the advertisement of Veidt & Brieshaber, in which they advise, buy your monuments at reduced prices. They evidently carry a stock, as they advise the prospective purchaser to see the monuments at their showroom, which would be more satisfactory than buying from photographs. There is evidently some warm competition between Hamilton, the stone man, and the above-mentioned firm, and we should judge from the tone of the advertisement that Hamilton, the stone man, does not carry a stock of monumental work.

Specify KLONDIKE STOCK at all times
Blue White Westerly Granite
FROM THE FAMOUS KLONDIKE QUARRY
 OWNED AND OPERATED BY THE
GOURLAY GRANITE WORKS



S. Morgan Smith Monument, Prospect Hill Cemetery, York, Pa. 16' 9" x 16' 9" by 33' 0" high, cut from our BLUE WHITE WESTERLY GRANITE by The N. E. Granite Works, Westerly, R. I.

The most suitable stock for all kinds of monumental work quarried in Westerly or New England, and the only firm in Westerly that makes a specialty of rough stock for the trade. Wholesale prices to one and all, equal treatment to each customer.

In addition to our KLONDIKE stock, we furnish the old

WESTERLY BLUE STOCK WESTERLY PINK STOCK WESTERLY RED STOCK

AT WHOLESALE PRICES TO DEALERS

FOR PRICES APPLY
TO

GOURLAY GRANITE WORKS

WESTERLY,
RHODE ISLAND

Deposit of Marble to be Developed.

A deposit of white marble is soon to be developed in Southern California. Great quantities of it lie within easy distance of Los Angeles, and a party of Los Angeles and Southern California capitalists have banded together and formed a company to quarry and cut and polish the marble. Incidentally a number of by-products, all of great value, are included in the plans.

The marble has been located in Riverside County, fifteen miles east of the little town of Banning. The company which will develop the vast resources that have been uncovered is known as the White Water, Marble, Power and Development Company.

Besides the quarrying and polishing of the marble, such valuable by-products as cement of highest grade, glass, an extra fine quality of flint, lime and sand brick are to be manufactured.

Editorial.

LABOR TROUBLES IN THE GRANITE INDUSTRY.

(Continued from page 12.)

rates that were given in Barre and Quincy. About 50 men are employed by this company in their quarries.

At Hardwick, Vt., on April 9th, the following agreement was made between the granite manufacturers and granite cutters, to be in force for the next four years. This settlement will largely influence a settlement at other points, where the bills expire next year, among which are Quincy and Barre, which settlements are always deemed important.

Under the new bill, building cutters here will receive \$3.20 per day, and the monumental stone workers \$3.10, minimum in both instances.

Negotiations toward the adoption of a new bill had been in progress since December 1st, three months before the old bill expired. A proposition was submitted to the manufacturers by the cutters at that time, and one from the manufacturers to the cutters. The cutters asked for \$3.20 per day and Saturday afternoons to be half-holidays the year round. Conferences were held between the committees of the associations at various times up to March 1st, after that negotiations stopped for a time until Saturday.

Some of the most important articles of the new bill are here given:

That eight hours shall constitute a day's work.

That the hours of labor shall be from 7 A.M. to 4 P.M. From May 1 to October 31, Saturday afternoon is to constitute a half holiday. Hours in winter to be changed to suit daylight.

All over-time to be paid time and one-half, double time to be paid for Sundays and the following holidays: Decoration Day, 4th of July, Labor Day, Thanksgiving and Christmas.

No over-time to be worked without the approval of the Branch, and only in cases where a stone is spoiled, delayed in quarrying, or required to finish out a car, shall any application for work to be done outside our ordinary working day be considered.

No journeyman granite cutter to receive less than \$3.20 per day of eight hours for building work, and \$3.10 for monumental work.

That the sheds be heated from October 15 to April 15, to a point to be decided upon by the committees.

That we receive our pay once a week, and not over two days kept back.

That we receive our pay in working hours, and in cash.

That pay day shall be on Saturday.

Whenever a workman is discharged he shall carry in his tools and receive his pay at once in cash. When a workman leaves of his own accord he shall carry in his tools and notify his employer, or the foreman in charge, at once, after which he shall receive his pay in check. If, however, the workman fails to notify the foreman as above he shall be held responsible for his sharpening at the rate of 27 cents per day until such time as he does serve notice. In case a workman leaves the shop in working hours, he must notify the foreman before leaving. If he fails to do so he shall forfeit his pay for time actually worked during the half-day in which he actually left the works.

All men working outdoors shall receive 25 cents per day above their indoor rate, unless they have proper covering. They must also be put in the shed when it storms.

No surface cutters allowed in the shed when men are working, and cutters are not allowed to blow off their stones with the air machine or hose.

That firms furnish tool boys to carry and grind their necessary tools; but in case a firm is not large enough to furnish a tool boy, or in case cutters get out of tools when tool boys are furnished, said cutters shall be required to carry and grind their own tools.

One apprentice to every six journeyman granite cutters; apprentices to serve three years.

All stone cutting machine workers shall be members of Hardwick Branch, G. C. I. A., and if such members have not served the regular apprenticeship at granite cutting they shall not be allowed to cut stone at the banker.

Vault and tomb work to be classed as building work.

While the minimum wage rate shall be 40 cents per hour on building work and 38 3/4 cents on monumental work, still it is hereby provided that should a workman be 50 years of age, and incapable of earning the minimum rate, his case shall be referred to a joint committee of three members of the manufacturers of Hardwick and three members of Hardwick Branch, G. C. I. A., who shall determine the rate at which he shall be paid.

The agreement and scale of wages to be effective from March 1, 1907, until March 1, 1911, and should either party desire a change at the expiration of said period, three months' notice shall be given previous to March 1, 1911, and changes specified. Should no change be desired by either party to this agreement, then the said agreement shall continue from year to year until proper notice is given.

It is also agreed, that any contention which may arise as to the performance in good faith of the foregoing agreement by either party, it shall be referred

to a committee of three members, selected from the manufacturers of Hardwick and three members from Hardwick Branch, G. C. I. A.; failing to agree, each committee shall select one of their number, and these two shall select a referee who shall hear both parties and make an award without delay, such award to be final.

Pending such arbitration in reference to foregoing agreement and bill of prices, it is mutually agreed that there shall be no lockout, suspension of work, or strike.

The article in reference to over-time was signed under protest by the cutters' committee, pending a decision of the two National executive committees.

In conjunction with the cutters' agreement, one was made with the tool sharpeners. Their wages will be \$3.20 a day, a twenty cents raise over the old bill. Polishers and sawyers, who must be members of the local association, will receive 35 cents and 30 1/4 cents per hour, respectively, until 1908, after which the average minimum of New England will be the established rate until 1911.

John Kelley, David Morrissey, A. J. McCormick, L. M. Rockwell and Robert Hendry were the members of the union strike committee and George H. Bickford, R. C. Wallace and William B. Donald, the committee from the manufacturers, who met them in conferences.

It is reported, under date of April 10th, that the labor troubles in Texas, as noted above, had been settled by the majority of the firms affected signing the bill.

Under date of April 16, the cutters at Milford, Mass., refused an offer of the manufacturers to pay 41 cents per hour, and demanded 43 cents.

The forthcoming Book of Credit Ratings.

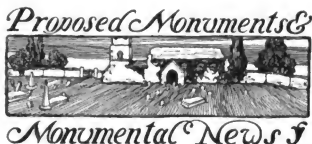
The Book of Credit Ratings, which we shall issue on June first, and which we have issued for the last sixteen years, does not contain copied information. The information in it is obtained from original sources. We believe that experience in handling this class of business is worth something. It is not necessary for us to copy either ratings or names. Our information is original, and whatever source of credit information is used, we can give you something of additional value. One cannot be too careful as to credits, for upon this foundation depends the success of the business. Address A. M. Hunt & Co., 43 Tremont Street, Boston.

Books, Pamphlets, Etc., Received.

From George William Unger, Columbus, Ind., a book containing 20 pages, illustrating 120 emblems of the principal fraternal, beneficial, charitable, and religious orders and societies of the world, the advertisement of which appears on another page. This book will fill a long felt want. We have had many inquiries for a book of this kind, and as the publisher

states, the drawings are made especially for the book by a letter draughtsman, and are drawn as they should appear when traced on marble or granite, and is prepared for a monument dealer, because this dealer needed such a book himself and could find nothing of the kind on the market. The pages are 7 x 10 inches in size; price \$1.50 post-paid.

We also received from W. B. Archibald, of Fredonia, N. Y., a copy of his books, which are well known among the trade, entitled "Sarcophagus Measurements" and his "Correct and Accurate Method of Estimating Granite Monuments," giving the cubic feet of stock.



FORSYTH, GA.—The citizens of this town have organized to erect a monument to the Confederate soldiers of Monroe County. At the organization \$350 was given by voluntary contribution. The ladies and gentlemen composing this committee hope to raise not less than \$3,000 for this purpose.

AUSTIN, TEXAS.—The house passed the bill April 11 appropriating \$10,000 with which to build a monument over the grave of Gen. Sam Houston. The measure was called up by Captain McKinney of Huntsville, and it passed without opposition.

SPENCER, MASS.—The committee on the soldiers' monument have decided that the monument will be between fourteen and sixteen feet high; that it will be of granite, and that it will have a bronze statue of a soldier on the top. The price of the monument will not exceed \$5,000. The committee have sent out letters to monument makers and ask them to submit plans and bids for such work.

WEST CHESTER, PA.—The County Commissioners have trouble on their hands, on account of the plans of Architect Hnston for a soldiers' monument, to be erected on the Court House lawn. None of the contractors will offer a bid, on account of the specifications, and the entire work may be abandoned, although the commissioners are preparing to make such changes as they see proper in the specifications. The bids ask for a lump sum for the monument or the bronze and stone work separately, and the clause objected to is one in which the architect retains the right to say where the bronze shall be purchased. The chances are there will be few bidders on the monument, and the building will be long delayed.

LEXINGTON, KY.—The Kentucky Daughters of the Confederacy will erect a monument to John H. Morgan and his men. The committee of ten, which has

charge of raising the fund, is as follows: Mrs. W. M. Bateman, Lexington, chairman; Miss Laura Spurr, Lexington; Mrs. Andrew Broadbudd, Louisville; Mrs. Roy McKinney, Paducah; Mrs. Harry McCarty, Nicholasville; Mrs. Jane Minogue, Carlisle; Mrs. Fise, Harrodsburg; Mrs. Henry Hardin, Elizabethtown; Mrs. L. A. Edmunds, Hopkinsville; Mrs. R. A. Browder, Bowling Green. The committee have been in correspondence with Sir Moses Ezekiel of Rome, Italy, who estimates the cost of a granite pedestal and bronze figure at from \$8,000 to \$15,000.

ONAWA, IOWA.—A. G. Wight, proprietor of the Onawa Marble and Granite Works, recently sold a half interest in the works to E. J. Terry, a former proprietor of the Missouri Valley Marble Works. He will travel for the company, while Mr. Wight will look after the work in the shop. It is the intention to enlarge the business of the concern.

MONROE, MICH.—Steps are being taken looking towards the erection of a monument to Gen. George A. Custer.

ST. PAUL, MINN.—The erection of a suitable monument at Traverse de Sioux to commemorate the signing of the peace treaty is provided for in a bill introduced March 20 by Senator C. A. Johnson of St. Peter. The bill provides that James H. Baker, Azro A. Stone and L. F. Hubbard be appointed to take charge of the erection of the monument. The bill carries an appropriation of \$25,000 to pay for the erection of the monument and the necessary traveling expenses of the commissioners.

LOUISVILLE, KY.—It is proposed to erect a monument to the memory of Abraham Lincoln, at a cost of about \$11,000.

ATLANTA, GA.—The Oglethorpe Monument Association have \$5,000 on hand for a proposed monument to cost \$25,000.

JACKSON, MISS.—While no definite conclusion has been reached, it is not improbable that the Mississippi Military Park Commission, created by the legislature for the purpose of erecting a memorial to the Mississippi troops who fell during the siege of Vicksburg, will defer the selection of a design for the memorial until after the legislative session next January, for the purpose of seeing if that body will vote an additional appropriation for the work. The appropriation made at the 1900 session was \$50,000.

SCRANTON, PA.—Civil War veterans in this city have begun a campaign, having for its object the proper commemoration of the storming of the fortifications at Petersburg by erecting a monument to the Forty-eight Pennsylvania Volunteers, composed of the coal miners who dug the longest tunnel in the history of warfare. *Griffin Post*, No. 139, G. A. R., has appointed a committee to receive and forward such amounts as may be contributed. It is composed of E. W. Pearce, William T. Simpson and Col. Ezra H. Ripple.

Malden, Mass., will have a soldiers' monument. The following have been appointed a committee for the purpose of erecting a soldiers' monument: Mayor McCarthy, chairman, and President Wilde, of the Common Council, secretary; Sylvester Baxter, D. P. Corey, Robert Morrison, Sumner Holbrook and W. G. Woods were appointed a committee to consider a location; Sylvester Baxter, M. S. O'Donnell and Vesper L. George were named as a committee to report a list of sculptors and sketches for a monument. Fifteen thousand dollars is appropriated.

Sixty-two thousand dollars has already been raised for the purpose of erecting a monument to Carl Schurz.

WASHINGTON, D. C.—During the closing days of the last congress a bill was passed which is a monument to the patriotism and energy of the Knights of Columbus. Largely through the efforts of that order, \$100,000 was appropriated to pay for the erection of a monument to Columbus. This memorial is to be erected in the city of Washington, under the direction of a commission of which the supreme knight of the order is a member.

DENVER, COL.—The drawings for the Colorado pioneer monument, made by Frederick MacMonnies, have been received by J. S. Flower, chairman of the committee having in hand the work of raising the \$50,000 the monument will cost.

SPRINGFIELD, ILL.—Senator Dan Campbell has introduced a bill providing for the erection of a suitable monument in Lincoln Park, Chicago, to the memory of former Governor Altgeld. It calls for an appropriation of \$25,000 and was referred to the committee on appropriations.

The Lenawee County, Michigan, committee of the James McMillan Memorial Association, which is to raise \$100,000 for a suitable monument for William McMillan in McMillan Park, Washington, D. C., are securing voluntary subscriptions. Like work is going on in all the other counties. Hon. H. C. Smith is chairman of the Lenawee County committee.

MOLINE, ILL.—An association has been formed for the purpose of erecting a battle monument on Campbell's Island.

MENISOTA, ILL.—The women of the Woman's Relief Corps hope to raise \$5,000 for a soldiers' monument.

WEST CHESTER, PA.—The county commissioners are advertising for proposals for the erection of a soldiers' monument. All bids must be in on or before May 21.

SYRACUSE, N. Y.—The Soldiers' Monument Commission March 31 completed arrangements for the signing of the formal contract and specifications for the monument with C. H. Blackall, architect, and Cyrus E. Dallin, sculptor, both of Boston. The work

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The quarry has been cleaned up thoroughly for winter and we are now able to quarry stone throughout its entire length.

was done in consultation with C. Howard Walker of Boston, who is one of the advisors commission. A separate contract is made with the Women's Soldiers' and Sailors' Monument Association for the four bronze lamp stands, at a cost of \$3,000, which the women will contribute.



RUTLAND, VT.—April 13 armed guards in charge of deputy sheriff and employed by the Eastman Marble Company were patrolling a small piece of property near the West Rutland Station as the result of the dissolution of a temporary injunction restraining the Orville Marble Company from trespassing on the property and removing a loading derrick which it claims to own. The strip of land and the derrick were used until a short time ago by both companies for loading purposes. The Columbian Company, which recently went into a receiver's hands, had a contract with the Eastmans to furnish rough marble and owed the Eastmans considerable money. The Eastmans refused to furnish the receivers with more marble. The Columbian then arranged with the Orville Company to load its marble. The Eastmans refused to allow the use of the property except by themselves. While the Eastmans claim to own the land, the Orville claims ownership of the derrick. A temporary injunction was issued on the prayer of the Eastmans and was dissolved April 13 by the court. Guards were at once placed on the property.

WASHINGTON, D. C.—The following bids were recorded for the replacing of the sandstone columns on the east front of the Treasury Building with granite. A recent act of congress made an appropriation of \$360,000 with which to remove the sandstone columns, cornices and balustrades, replacing them with granite: Edwin Gilbert & Co., New York, \$298,995; Charles F. Parsons, New York, \$349,000; James L. Parsons, Washington, \$429,300; Henry Smith & Sons Company, Baltimore, \$354,440; Thomas Dwyer, New York, \$641,300; Booth Brothers & Hurricane, and Isee Granite Company, New York, \$407,000; John Peirce Company, New York, \$337,900, and George A. Fuller Company, New York, \$335,000.

MACON, GA.—The annual meeting of the Georgia Quincy Granite Company was held recently. Joseph W. Palmer was chosen president; J. A. Reynolds was reelected secretary and treasurer. Mr. Palmer has purchased Mr. T. E. Artope's entire interest in the company, and Mr. Artope has retired to engage in other business. Joseph Palmer and Edward Artope have been associated in the management of the Geor-

gia Quincy Granite Company for the past fifteen years, have had large and successful contracts over the entire Southern country.

WAUPACA, WIS.—The Wisconsin Granite Company has decided to manufacture granite cubes one-eighth inch square, to be used for a patent fireproof roofing.

SALIDA, COL.—Salida is to have a new industry in the form of the Salida Granite Company, now located in Denver, which will move its cutting plant to this city. The quarries are located near this city; heretofore the rock has been shipped to Denver to be cut. Arrangements have been completed for a building 50 by 100 feet, and the plant will be equipped with modern machinery. Twenty cutters will be employed.

BOSTON, MASS.—The Rockport Granite Company (Charles S. Rogers, treasurer) recently filed the following certificate: Capital stock, \$300,000; assets, real estate, \$189,000; machinery, \$97,176; cash and debts receivable, \$159,720; manufactures and merchandise, \$46,283; tenements, \$25,375; miscellaneous, \$67,919; total, \$585,473; liabilities, capital stock, \$300,000; accounts payable, \$51,849; funded indebtedness, \$100,000; *pro forma* to balance, \$133,624; total, \$585,473.

WEST TOWNSEND, MASS.—We recently had a call from our old friend, Duncan Rusk, who is connected with and part owner in the Granite State Granite Company at this point. Mr. Rusk is one of the old-time quarry owners in the business and is thoroughly posted on his line of work. He states to us that he has a quarry which can produce anything within reason, so far as size is concerned. The granite is fine grain and white in color.

PORTLAND, ME.—Westerly Granite Company, recently incorporated: Capital, \$10,000; promoters, W. J. Knowlton, M. L. Smith, Portland; Orestes T. Doe, Franklin, Mass.

MADISON, WIS.—The state capitol building will be constructed of either Georgia marble or Bethel, Vt., granite.

WATERTOWN, N. Y.—The Watertown Marble Company will develop its water power from 200 to 1,200 horse-power; will replace wooden flume with one of reinforced concrete, 500 x 45 feet, and also build wood-pulp grinding mill, also of reinforced concrete, with all modern equipment.

BOSTON, MASS.—The contract for furnishing stone for the Museum of Fine Arts Building has been awarded to the Booth Brothers and Hurricane Isle Granite Company and Bodwell Granite Company. The stone will be cut in the Fox Island quarries and at Waldoboro, Me. The contract represents about \$300,000.

KNOXVILLE, TENN.—The Meadow Marble Company has been organized under the laws of the state of Tennessee to quarry gray Knoxville marble. The

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<p>D. E. CAMERON QUINCY, MASS. MANUFACTURERS OF ALL KINDS OF</p> <div style="display: flex; align-items: center;">  <div style="margin-left: 10px;"> <p><u>QUINCY</u> <u>GRANITE</u> <u>MONUMENTS</u></p> </div> </div> <p>PRICE GIVEN UPON APPLICATION</p>	<p>J. S. SWINGLE Quincy - - Mass.</p> <p><u>QUARRY OWNER</u></p> <p><u>Extra Dark Quincy</u></p>	<p>If you are in need of <u>Quincy</u> <u>Granite</u> <u>Monuments</u></p> <div style="text-align: center;">  </div> <p>Send to the Manufacturer JAMES F. DESMOND WEST QUINCY .. MASS.</p>

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company owns a large marble deposit in the state of Tennessee. They have commenced shipping marble April 15. The officers of the concern are T. S. Godfrey, president, Meadow, Tenn.; Philip McDonough, general manager, Meadow, Tenn.; Geo. E. Mills, vice-president, Cincinnati, Ohio, and E. Nelson High, secretary-treasurer, Cincinnati, Ohio.

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Hundreds of our "Jenny Lind" Polishing Machines are in use, giving entire satisfaction. One of the many points of superiority is the facility with which any of the parts may be replaced.

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Trade Notes.

F. X. Gosselin, who for some time past has been connected with the Milwaukee Monumental Company, Milwaukee, Wis., resigned his position with that company on April 15, and is now general manager of the Minnesota Mahogany Granite Company, with offices at 209 Lumber Exchange, Minneapolis. This company has a large deposit of granite at Montivideo, Minn., which produces mahogany granite, called so, evidently, from its color. He states there will be under operation very shortly, at a point between Minneapolis and St. Paul, a large polishing mill. Aside from this company, he is interested in the Granite Manufacturers' Agency (offices, 209 Lumber Exchange, Minneapolis, and 611 Baltimore Building, Chicago), for the sale of Barre and other granites, also representing a Big Stone Quarry at Ortonville, Minn. Mr. Gosselin needs no introduction to the trade from us, where he is well and favorably known. No doubt, his new connection will be greatly not only to his own advantage, but to that of the trade.

Alexander Fraser of Mansfield, Ohio, reports, under date of April 13, that business was unusually good for that season, and they hope to increase it by putting on additional traveling salesmen. This firm operates the Ohio Granite Works. At this time they have several carloads of rough stock on hand and are making shipments of first-class material and workmanship on very short time.

Granite Workers Strike.

SHERMAN, TEX.—Most of the granite works in the State of Texas declared "open shops" April 1st, and opened their doors for the employment to non-union as well as union granite workers. There are two establishments in Sherman.

At F. W. Hudson & Co.'s all the union employees walked out. At Love & Hieks' one union man remained.

The bill of the granite workers is in the main as follows: An increase in wages from \$3.00 per day, the scale in vogue for some time, to \$3.35.

Saturday work to be seven hours instead of eight. Number of apprentices to be one to each twelve union workers instead of four.

The erection of wooden sheds as protection from sun and rain.



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The strongest,
lightest, most durable
gear lifting
jack in the world.

All pressed steel
stock, gears of the
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cast steel, bronze
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Jacks are made in
four sizes — 4 to
12 tons.

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I also carry in stock a large supply of

Barre, Quincy and Pink Granite

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When in need of vault work write for
prices and designs. Send for stock sheets
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the standard and always will be.

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MANUFACTURERS OF MONUMENTAL WORK.

It is always well at this time to look over your stock and find what you want for spring. When you find these wants let us figure them. Outside of stock work you are looking from time to time for figures. We are ready and anxious to attend to your wants.

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MANUFACTURERS OF

Quincy Granite Monuments

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**THE GOLDEN PINK WESTERLY
QUARRY CO.,**

Producers of a FINE GRAIN PINK GRANITE.



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Littlejohn, Odgers & Milne
Barre, Vt.

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Although the price of stock has advanced from 5 to 25%, according to the size of the stone, we will continue to base our figures on the old prices during this month, as we have secured a large stock which we now have on hand. We also wish to announce that we have installed one of the largest surface-cutters, so that we are ready to handle hammered as well as polished work.

Awaiting your sketches for estimate,

J. O. BILODEAU, East Barre, Vt.



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We know that we can please you if really good work is wanted



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most particular kind
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look well. We know
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Advertisements for sale, to let, and business chances 15 cents a line each insertion; six words to a line. No advertisement to cost less than 50 cents. Copy should be received not later than the 20th.

Advertisements, not exceeding 30 words, will be inserted under heading Situations or Help Wanted free of charge for subscribers to GRANITE. If replies are to come in care of this paper, send 20 cents to cover cost of postage, etc. Rate to non subscribers 10 cents a line each insertion.

WANTED—A man who can cut granite and sharpen tools. Address, T. A.

Care this paper.

WANTED—An all round workman. Must be familiar with pneumatic tools. One who speaks English and German perfectly. Steady employment for the right man. Must be a good shop salesman. One who drinks need not apply. Must be first-class in every respect. Address, FRANK TROOST,

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FRANK E. SMITH,
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FOR SALE—Bankrupt stock of the NEW ENGLAND MONUMENTAL COMPANY. Rough stone, markers, monuments, tools, etc. Will be sold at bankrupt prices, to settle estate at once.

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WANTED—To learn the present whereabouts of Mr. E. K. Godwin, marble dealer, recently of Independence, Mo. Any information that would lead to his present location would be deeply appreciated, as we are very much interested in learning the whereabouts of this party.

A. FRASER & CO.,
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WANTED—Marble salesmen or others to sell granite in New England or Middle States. B. This office.

WANTED—Granite Cutter who can sharpen tools. Steadily work and good wages.

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Address, I & N,
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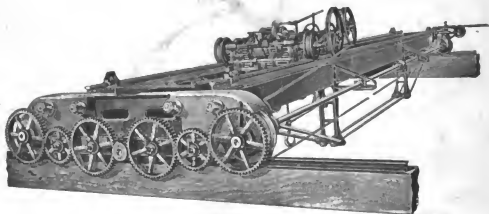


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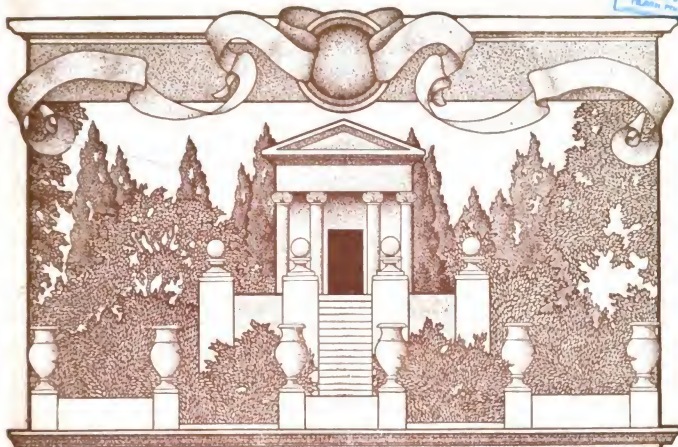
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JUNE
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VOLUME XVII
No. 6



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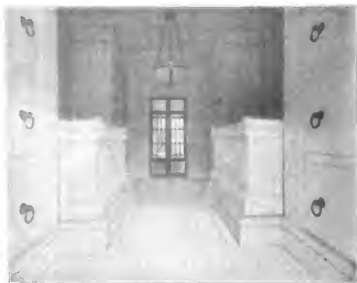
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and
Dimension
Stock**

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and erected in
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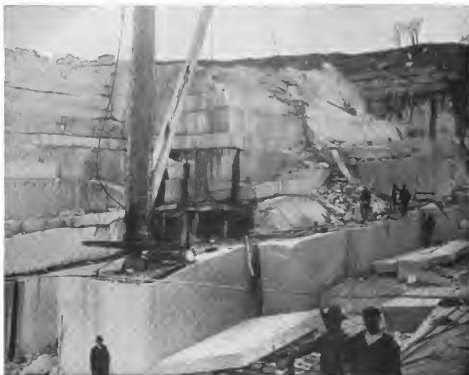
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from a marker to
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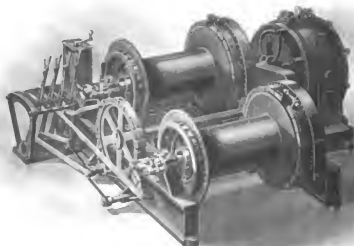
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Woodbury Granite Company

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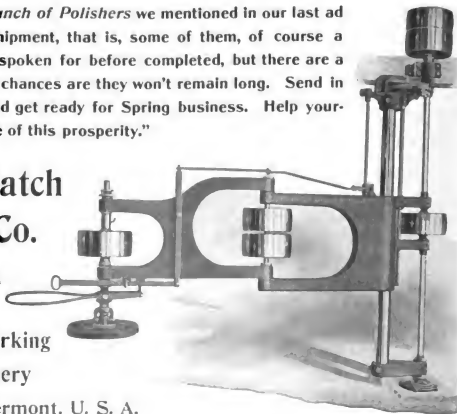
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One of the best equipped mills in the world

Producing { Hawk Brand for Pullets
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A. M. HUNT, Editor.

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CREDIT.

"Credit is the most precious possession a business man can have. It is acquired, maintained and preserved by certain qualities that seem to be inherent in the man. Credit is like a delicate piece of porcelain. You may break it and put it together again, and for purposes of utility it may possibly be just as good as it ever was, but the cracks are there and you can see where it was broken. And so it is with the man whose credit is once impaired. He may be able to buy goods again, his standing among mercantile houses may be very fair, but it can never be restored to the superb condition in which it once was."

We clipped the above from an exchange. We are publishing it for the reason that there are many truths in it which will bear repeating. Among a certain class connected with the monumental industry, there is a decided indifference to the matter of credit. We refer to those who from a financial standpoint can pay, but who do not, and who neglect to answer correspondence requesting settlement. Drafts are returned unpaid. Requests from mercantile agencies for a statement are ignored, and notwithstanding the fact that the dealer may be financially good, yet he is reported as unworthy of credit. The results are that he, or they, pay the top price for rough stock or finished work, and if orders are accepted by the manufacturer, they are the last to be shipped. In other words, his credit is cracked, and the records stand for all time. Does it pay? We believe that it does not. It may be that the dealer considers his financial standing unassailable, that the business is of such long standing that that in itself should be considered a guarantee; but it is not. A statement of financial condition two years old does not give the standing to-day. Neither does a statement that "We are not asking for credit" mean anything. We all need credit, whether financially good or financially bad. It is an error to entirely ignore an application of a reputable mercantile agency for information. If,

for certain reasons, a detailed statement cannot be given, give information as far as it can be given, and give it honestly, for if it is not given honestly, the truth will surely be found out, and the credit will become cracked, and the cost for repairs will be expensive.

BUSINESS CONDITIONS.

According to the stock-market reports, from the bear side, come stories of poor business, which are not corroborated by facts. It is business for the bears to cry dull times for the future, but on all sides, from all classes of business, come reports of unfilled orders. To illustrate: We have but recently come from an interview with a representative of one of the largest, if not the largest, hoisting-engine concern in the country, who also represents one of the largest stationary-engine manufacturers. In answer to our question, "How is business?" he answered: "Business—too much business—I cannot get my orders filled. I am from three to six months behind. An order placed with me a short time since, and paid for at the time the order was placed to secure delivery at a certain time, is not delivered at this time, and is three weeks overdue. I received a notice only yesterday that after May 25 there will be a ten per cent advance on the price of engines. I know a large manufacturer who recently placed orders for steel tubing, who was obliged to pay from two to five per cent premium in order to secure delivery at a certain specified date."

This is only two of a number of stories, all tending in the same direction, with which we have come in contact. Yet, underlying all this is the fact that business men are moving cautiously, feeling their way, believing that there is something in the future which will compel them to halt,—just what this will be or when it will come, they cannot tell, but they believe it is there, hidden in the fog,—possibly a short wheat crop, possibly a short cotton crop or corn crop. It is among the possibilities that Wall Street has discounted this trouble, as there has not been such a chance to secure high-grade stocks and bonds, at such bargain prices, as at the present time, for many a long day, with no buyers, or comparatively few. It is a fact that we have had dull times in the past, and will undoubtedly have them again. The March panic in stocks, from our standpoint, was a safety valve, which should warn the public to be cautious. The present rumors of curtailment in business are also a safety valve, which will have their good effect. The past few years have seen a great deal of inflation, which is unhealthy, and many bubbles need to be

prieked and the gas let out. This will come,—just when we cannot say; we only wish we knew. But there is nothing in the atmosphere at the present time that would seem to indicate that there is business trouble nearby. Our financial history shows that what has gone up is bound to come down, and we do not believe that the present inflation will be an exception to this rule. Somebody has said, "God save us from too much prosperity," which saying has been heartily echoed by others.



THE MONUMENTAL BUSINESS AND ITS RELATION TO ART.

It is a fact that in only a very few instances, as compared with the trade as a whole, does the question of artistic merit enter into the designs or sketches submitted by the monumental dealer to the possible purchaser. And why is it so? Look into the history of the average monumental dealer, and the reasons will come to the surface. With neither time nor the inclination to study art, the monumental dealer becomes such from his education as a marble or granite cutter. It is not necessary for him to have an art education, for the majority of his customers do not make a demand on him for any knowledge that cannot be supplied through his knowledge of the art of stone or marble cutting and what little knowledge he may have of draughting. The art end of it is left to those who cater to customers who have such knowledge. It requires time and money to study art, and there are many who take it up for a living who never receive recognition outside of a very narrow circle. Successful, known sculptors can be counted upon the fingers of both hands. Therefore, figures go to prove that it does not pay to study art for art's sake, and consequently the monumental business is in the hands of those who have to do with the mechanical or commercial side of it, or both. There are exceptions to this. We recall one firm whose designs were of the best, from an artistic standpoint, and they have sold many beautiful monuments. This firm, among the manufacturers, were always in bad standing, for it was seldom that a job was finished according to their ideas. The reasons? In the first place, the contract was placed with the lowest bidder. Secondly, the purchasers, on the start, had but a slight knowledge of granite and its possibilities and impossibilities. As a consequence, there was trouble from the beginning, and until the retail dealer had acquired by experience a knowledge of the commercial side of the business, which was only done at considerable cost to both themselves and the manufacturer, the transactions between this firm and the manufacturers were anything but pleasant. It is the exception to the rule that the artistic and the commercial instinct travel hand in hand. As time goes by and those who acquire money, and with it leisure, the art side may come to the front, but in no sense will the commercial instinct disappear, and to make the combination a success, the commercial side must come first, and then there may be the possibility of the art education later becoming a success.

The Credit Man.

BY WILLIAM POST,

Assistant Cashier, Central National Bank,
Philadelphia, Pa.

(Paper Read Before Philadelphia Chapter.)

If it has been in the mind of any member of the Chapter that we come to you to-night in any sense an expert in credit matters, we ask him to dislodge that thought at the start. It is rather as a student of credits that we come—a fellow student with you.

We will assume that as a banker you have attracted by your capital, your energy and your magnetism a line of deposits, secured upon terms which will permit of a safe and profitable investment of the funds intrusted to your keeping. Let us suggest just here, by way of parenthesis, that at times in certain localities the banker has seemed to forget that the large deposit line lodged in his keeping consists of trust funds, to be guarded with all the care and fidelity which he can bring to the problem. There cannot be room for a plunge in the investment of funds we do not own—placed with us for safe keeping.

To have it known throughout the length and breadth of any city, and even far beyond the limits of that city, that a certain bank, or chain of banks, are so eager for business that credits have been extended beyond the line which divides safe and careful investing from overloading or reckless extension of credit, is to attract to that bank the man of deadened conscience and blunted moral sense. To hear as common talk that a particular bank, anywhere, has the reputation of being over-liberal in extending credit will be ample reason for drawing to that bank the man who will cunningly, cautiously and carefully prepare the way for its undoing. Just as sure as the bird of prey will seek his noonday meal where the best dinner is to be had, just so sure will the crook seek the bank regarded as "easy."

The credit man in that institution will have his work cut out for him from the start, and plenty of it. He will have a dozen shady propositions to analyze where the conservative banker will have one.

These are days when not alone do men do deep thinking along the higher levels of human endeavor, but from the cellars, the garrets, the dark corners of the earth—from the lower strata of human effort, where base purpose and dishonest schemes are conceived, these men are tirelessly planning and working. The number of people in this country who are asking the innocent to exchange hard cash for "gold bricks" is only exceeded by the number who are always ready to buy the bricks. These men are often of superior equipment, of fine poise, of outward polish, of immaculate dress, of dominant personality, and with a complete knowledge of what are up-to-date methods. They seek to mingle daily with the successful men of finance. They play upon all the finer strings of human intelligence, passion and frailty, giving months to preliminary effort, just as the professional burglar, intent upon big spoils, with dark lantern, chisel and

(Continued on page 14.)

Curious Sights in a Famous Cemetery.

BY HARRIET QUIMBY, IN "HARPER'S WEEKLY."

It does not seem possible that one could run across a comedy in such a solemn place as a cemetery; yet there is, so the optimist assures us, a little comedy in every situation. Surely, in the romance of the old chestnut-seller of Genoa, and the chagrin of her fortune-hunting spouse, both of whom figure in the local gossip, and one of whom is immortalized in marble in the Campo Santo, one must admit that the situation is not without its lighter side. The most serious-minded smile as they read the inscription which the shrewd old lady commanded the sculptor to chisel on her tomb.

Not so many years ago, so the story runs, one of the best-known figures in the streets of Genoa was that of an old woman who made a living selling chestnuts. She was without beauty, but was gifted with a quality which, no doubt, stood her in better stead—a native shrewdness which enabled her to buy her wares prudently and to sell them with profit. It does not require a large income to live in Genoa, especially when one has not acquired extravagant tastes, so, gradually, the fortune of the worthy toiler grew, and finally became large enough to be talked about. A lad, more noted for his good looks than for principle or intellect, caught the rumor of the fortune, sought the chestnut merchant, and made straight for her heart, which was not long in responding. The subsequent marriage of the pair caused the knowing ones to smile.

After a short honeymoon, it was brought to the notice of interested neighbors that the young husband was in search of work. His elderly bride disclaimed all knowledge of the rumored fortune, and said that, as she was almost without a penny, she expected that he, too, would put his shoulder to the wheel. Between them a comfortable home might be supported, and an occasional evening at the theatre might be enjoyed. Not even yet having given up hope that the fortune would one day appear, the young husband led for a time an exemplary life, but finally patience gave place to discouragement, and love's dream was shattered.

Several years later the deserted wife died, and, like a mushroom in the night, sprang up in a conspicuous place in the Campo Santo a handsome monument, representing, aside from the plot which it occupied, a snug fortune. The marble statue, of life size, represents the old lady, dressed in full-gathered skirt, silk apron, fringed shawl, and a rosary wound around her fingers. Lest there should be a doubt about the history of the original and her romance, the entire story

is set upon the pedestal of the statue, explaining how the lady had been wooed, not, as she knew at the time, for her beauty or her virtue, but for her fortune, and how she had thwarted her mercenary lover by the purchase of this lasting memorial, which not only represented her husband's disappointment, but might also serve as a warning to others. The statue is one of the most striking in the entire place.

Few travelers, whether for business or pleasure, who come within easy distance of Genoa, fail to spend at least a day in the City of Hills, in order to visit this famous Campo Santo, which, as a burial-place, has no equal in the world. The peculiar arrangement, the richness of the monuments and the well-disposed shrubbery give one the impression of an artistic garden rather than a cemetery, for there is little to suggest the latter as it is suggested in the modern cemeteries in our country. Truly it is a wonderful sight, with its great colonnades and its groups of statuary, and even if one has not the morbid curiosity of many who find it pleasurable to inspect the burial-places of large cities, he may

profitably spend an hour or two in this solemn precinct, where sculptors, principally natives of Genoa, have works which would make any one famous. Laid out in the form of a huge square, the centre is planted with shrubs and flowers, and here the poorer classes are buried, each grave being marked with a small stone and a lantern of fanciful design hanging at either end. In the lofty corridors of marble, which extend around the entire square, are the tombs and monuments of the wealthy and noble of Genoa.



LIFESIZE MEMORIAL STATUE OF AN OLD CHESTNUT SELLER, WITH THE HISTORY OF HER QUEER ROMANCE ON THE PEDESTAL.

The corridors are about fifteen feet in width and are lined on either side with groups of statuary, all of which are of life size, and the majority of which are faithful portraits of those whom they commemorate. Very curious to foreign eyes do the figures look in their faithfully reproduced dresses of long ago. Here one may see the chignons of the sixties, boys in



Paris Salon, 1906.

THE FIRST LIGHT.

sailor suits, and men in frock coats. Many of the figures and groups are very beautiful, and the work is executed with much delicacy of expression. So natural and lifelike are some of the figures that, were it not for the fact that they are all startlingly white, one might easily mistake them at a short distance for living persons.



The Credit Man.

(Continued from page 12.)

fuse, will devote months to the preparation of his tunnel or mine, awaiting the final and favorable moment. This fake trader first turns his attention to seeking out one of that bank's respected customers, and through that medium gains an introduction in proper form. He probably opens his account with a good balance, and is shrewd enough to maintain a good balance. He now and then drops into the bank, and talks over his business with the officials—gets acquainted, as it were—and all the while he is carefully using his knowledge of human nature in studying out the particular man upon that official staff who will prove the most vulnerable and easily won over. He will be dropping bits of information as to his worth and prosperity—the money he is making. Modest accommodations will first be asked, and he will be quite sure to promptly meet all of these first loans. He may send in a copy of his padded statement—taking care not to sign it. He may use the church as a partial cloak to cover his real plans. When he is quite sure of having gained the confidence of the bank he plays his winning card—secures large accommodation, sequesters or

hides the proceeds, then fails or absconds. To block the slick rogue and schemer of this brand is the cold-blooded duty of the modern credit man, and at times his task will not be easy.

Every large city has had its chapter of examples which rivet the truth of the foregoing outline. Groups of these conscienceless, crafty, hardened freebooters, with stolen, hidden gains, who have wrecked banks, wrecked men and wrecked homes, behind whom the penitentiary doors should have closed for long terms of years, flock together in every large city. The law has either miscarried or they have cunningly kept within the law. They walk the streets of all our financial centers, branded as felons—by accident unconvinced, it may be, but felons nevertheless.

Not many years back, a good banking property in a certain city was wrecked by a man of the type just recited. Cautiously, through a term of years, he had gained the confidence of an officer of the bank—a man whose reputation had always been clean and honorable. A good account was kept from the start. Modest loans, then larger loans, upon good collateral were for a time obtained, and always paid. Having awaited the moment when all conditions seemed to favor his plans, a very large sum was secured as a loan upon what was represented as ample security, but investigation made immediately thereafter by the official who had granted this and previous accommodation, disclosed the collateral as of uncertain value. A return of the money or the substitution of good security was demanded. The borrower strenuously and plausibly promised to pay the loan, but urged that to do so he must obtain a further considerable sum, which, if



Paris Salon, 1906.

THE WRECK.

granted, would permit him to complete a deal pending whereby he would be in a position to settle with the bank in full. The fact that he had always met his engagements counted in his favor. At this point the bank man, already in a state of mental panic, fell down, and made the additional advance. The amount involved in both transactions was close to half a million dollars. Upon a bright and sunny morning—one of those mornings when a healthy man is apt to thank

God for the gift of life—bidding a gentle wife and two daughters good-by at the breakfast table, this bank man, who had hitherto enjoyed the confidence of all his fellows, stepped aside into a quiet corner in the front part of his home and shot himself.

Another example just here will meet our purpose, as showing how deep and far-seeing are laid the plans of men who would first gain your confidence, then rob you.

Within the easy recollection of all present, a great church assembly was slated to convene in a Western city. The sessions would last throughout the entire month. The delegates numbered several hundred, composed of influential laymen and clergy. The entertainment of this large company of delegates would fall to a strong local committee in that city. Very quietly there crept upon that committee a man of deep cunning and with a clearly defined purpose. He out-did all others in his effort to make the delegates thor-

oughly at home. He gave liberally for their pleasure—arranging excursions and banquets. He made himself intimately known to a large number of the strong men in that convention. He was quoted by the delegates as a rare type of Western hospitality. A close observer, however, during that convention month would have noted daily that this man stepped aside from the crowd with memoranda book in hand, and would have been seen taking down the names and addresses of delegates and making notes as to the reputed means and influence of this or that member.

The convention adjourned, and the delegates scattered to their homes. A few months only elapsed, when this Western man stepped from the car at the railroad station of a certain city, carrying a heavy grip. The grip contained reams of freshly printed bonds and handsomely engraved certificates of stock in Western properties. His first call was upon the chairman of that city's delegation to that notable convention—a man of considerable local financial connections, of national prominence politically, and of very

strong church influence and affiliations—a man looked upon as standing for the higher ideals both in civil and religious life. Our Western man had paid this gentleman marked attention at the convention. After reverting to the pleasant days spent during that assembly, he adroitly and plausibly made known his mission, and presented the unusual merits of his Western securities. Apparent good reasons were alleged why these securities should be floated away from home. The picture was painted with all the skill of the masterful man who plays for big stakes, and our local friend of prominence fell a victim. He not only purchased largely for his own account, but permitted the use of his name as a director in these companies. This favorable start, adroitly planned during the days of that convention, was all that had been hoped for by this Western promoter. Scores of people in that city of that denomination invested in those properties, and after thoroughly working the town, this man left



ORIGINAL SUGGESTION FOR AN ENTRANCE TO A CEMETERY.

oughly at home. He gave liberally for their pleasure—arranging excursions and banquets. He made himself intimately known to a large number of the strong men in that convention. He was quoted by the delegates as a rare type of Western hospitality. A close observer, however, during that convention month would have noted daily that this man stepped aside from the crowd with memoranda book in hand, and would have been seen taking down the names and addresses of delegates and making notes as to the reputed means and influence of this or that member.

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Illustrations like the foregoing, leaving Mrs. Chadwick entirely out of it, could be multiplied by scores, but the details would weary you.

Let us have a word as to the man behind your "trade paper." If the paper offered is a real trade paper, with a good name upon both front and back, you cannot have a better asset. A great change has come, however, in the volume of trade paper issued. A few years

(Continued on page 43.)

Camera for Photographing Walls of Bore-Holes.

BY J. T. ATWOOD, IN THE "ENGINEERING AND MINING JOURNAL."

Before the apparatus here described was constructed, an underground camera for photographing the sides of well holes had, so far as I know, never been made. However, it seems probable that such a camera has been used, because of the value of photographs of the earth's strata at levels reached only by drill holes. With the belief that such photographs would be of value in scientific research and in mining, the camera herein described was designed and built.

The camera is mounted in the lower end of a water-tight tube, 5 inches outside diameter and 43 inches long. Near the upper end of the tube is a plate-glass window with a mirror back of it, so mounted as to reflect the image of an object placed before the window directly down the tube and into the camera. On

magnet acting upon the roll of film. In this way a series of fifty or more photographs can be taken at the rate of one a minute, and they will show a continuous strip of the wall of the well for a distance of 20 feet or more.

The window, which is $1\frac{1}{2}$ by $5\frac{1}{4}$ inches, is set in litharge cement. A guard strip is riveted to the tube on each side of the window. The hoisting cable is attached to the hook 4 inches behind the window, so



CAMERA WITH SIDE REMOVED.

each side of the mirror is mounted an electric lamp with a reflector, which sends the light through the window, and also prevents any light from shining directly into the camera.

This iron tube, or camera tube, is lowered and raised in the well by a cable winding on the lower of two drums shown in the illustration. The upper drum carries an electric cable to operate the lamps and to turn the camera film.

The cable is so fastened to the tube that the window will come close to the wall of the well, and, with the lights burning, the wall is brightly illuminated. In making an exposure with a No. 16 stop, the lights are turned on for about twenty seconds. Before making a second exposure, the camera tube is lowered or raised $4\frac{1}{2}$ inches, the distance covered by one photograph, and a new part of the film is turned into place by making and breaking the circuit of an electro-



CAMERA TUBE WITH PARTS REMOVED AND PLACED IN THEIR RELATIVE POSITIONS OUTSIDE THE CASE.

that in the ordinary 6-inch drill hole the window always hangs near the wall. The mirror, lamps and reflectors are mounted on an oak plate, which can be adjusted to bring the mirror in the right position behind the window. The two lamps are 10 volts and 5 candle-power each. The camera is 32 inches long and 3.3-16 by 1.5-8 inches in cross-section. It is fitted with a 9-inch Bausch & Lomb rectilinear lens. The camera is so placed in the tube as to photograph the $4\frac{1}{2}$ inches of wall reflected in the mirror upon 3.5-8 inches of film, the maximum length obtainable with a width of film of $1\frac{1}{4}$ inches. This reduction gives a photograph eight-tenths full size.

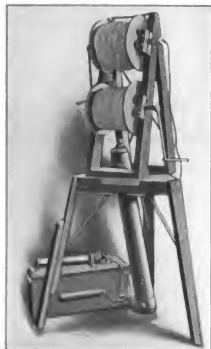
The camera is fastened in the tube by two thumb screws. One side of the camera is fitted in grooves and is easily removed for changing the film. The film winds from the end roll across the flat plate, where the exposure is made, and is wound upon the other roll by the operation of the electro-magnet acting through an arm and pawl upon a ratchet wheel. The wires for the coil have a plug connection at the bottom end of the camera. A three-conductor cable of No. 14 wire and 250 feet long carries the current from four small double storage cells. A resistance coil is used to adjust the voltage for the lamps before lowering the camera tube. Connection from the cable to the battery and switches is made by a triple plug in the end of the shaft of the winding drum.

The hoisting cable is a heavy clothesline of small twisted wires, tested to over 500-pound tension. The drum is wound with 300 feet of this cable and has length tags soldered to it at 5 foot intervals. The ratchet on the drum has a double pawl, permitting of $\frac{1}{4}$ -inch changes in the position of the camera tube. The hoisting frame is made in two parts, partly to facilitate handling, but primarily to permit of an easy means of untwisting the two cables when raising the camera tube. A ring on the bottom of the upper part fits into a corresponding recess in the top of the adjustable tripod or stand. After the first untwisting of

the cable there is little need for this turning device. No attempt has been made to record the direction in which the camera hangs. This could be done by using a light stiff rod carefully joined and allowed to stand without any weight or torsion upon it. Another way might be to use a brass camera tube, and to mount a magnetic needle to show in the photograph.

The field work done with the camera has been limited to a little over a week's time. Because of unex-

pected difficulties in effectively drying the air in the tube, the results obtained are incomplete, but satisfactory in showing that good photographs can be taken in a well hole both above and below water. The camera was operated in a 200-foot 6-inch prospect hole upon the Vinegar Hill Mining Company's property, about 7 miles north of Galena, Ill. A very careful sludge record had been made of this hole, and zinc ore was shown in different amounts at several levels from a depth of 162 feet to 200 feet. Water stood at about 85 feet from the surface.



CAMERA WITH TRIPOD AND REELS
FOR LOWERING.

The first attempt in taking photographs under water was entirely successful. The camera was filled with air dried by forcing through sulphuric acid. After lowering the camera tube into the water it was raised to the surface to see if in cooling any moisture had been precipitated on the inside of the window. The window was found dry and clear, and upon lowering the second time the exposures were made without any regard to the location of ore bodies.

Other attempts to take photographs under water were made at the first lowering of the camera, instead of at the second, and were unsuccessful because of a precipitation on the inside of the window, which invariably disappeared before the camera came to the surface, and which did not appear upon the second lowering into the water, as was the case when the

first photographs were taken. This fact was proved later in experimenting in water at the surface. That the unsuccessful results were not due to cloudy or muddy water was clearly shown by the clouded effect on the negative being a little uneven, and the same in exposures at different levels. Also a little opening in the precipitation on the window showed the wall of the well in one or two of the photographs.

Prospecting for copper, lead and zinc is generally

carried on by so-called churn drilling, or by diamond

core drilling. The principal information given about

the ore bodies encountered is found in the material

taken from the hole. In churn drilling this material

is removed in the form of mud or sludge, and in dia-

mond drilling in the form of a broken core.

When a piece of land is thought to be underlain

with lead or zinc ore it is common practice to drill a

large number of test holes, and by the information

secured determine the advisability of sinking a shaft.

Much depends upon the information given by the drill

holes. The ore is generally found in horizontal and

inclined deposits, called flats and pitches, or in small

particles widely distributed throughout the limestone.

The sheet formations are, as a rule, more extensive,

and where a flat or pitch is cut in drilling, it is more

indicative of large ore bodies than a strike of disse-

minated ore. If in drilling it were possible to recover

all the material in the path of the drill, the sludge

would give a good indication of the character and

amount of ore passed through. However, the sludge

often amounts to no more than 2 or 3 per cent of the

volume of the hole, because of crevices and pockets,

and the consequent loss of sludge. The 2 or 3 per



SPECIMEN BORE-HOLE PHOTOGRAPHS.

The first shows limestone and jack. The second was taken 86 feet under water.

cent of sludge may be largely mineral, but because of a lack of knowledge concerning the missing 97 or 98 per cent, uncertain and unsatisfactory information is obtained.

Again, in drilling through solid formations, when the sludge is brought up from one, two or three feet of drilling it may be that it shows a fair percentage of ore. The question naturally arises whether the deposit is disseminated or sheet ore. The question is not answered by further drilling, because for a considerable distance after cutting a sheet, pieces of ore are knocked down by the drill, and mixing with the

sludge, give the impression that the drill is passing through a body of disseminated ore. In a like manner, when the sludge shows that a sheet of two, four, six or more inches has been cut it is impossible to determine its real thickness, and the indication shows it thicker than in reality.

When a drill cuts or follows a pitch, the indications as to the real amount of ore are magnified and unreliable, because of the slope, in addition to the other causes. In diamond drilling, the largest part of the core is often lost in passing through ore bodies. The core, however, shows whether the deposit is sheet or disseminated ore, and in case of a sheet deposit the core shows its slope and some indication as to its thickness. Although the information is more satisfactory than with the churn drill, the cost is at least three times as great.

The photograph reveals information which can be obtained in no other way. It shows the nature of the deposit, whether sheet or disseminated ore, and, in case of a sheet deposit, the exact thickness and pitch. This information will be of the greatest value in connection with the sludge record, which combination lowers the cost of locating the ore, and, what is of greater importance, gives the iron properties of the ore.

To an inexperienced person, a photograph of ore or ore bodies shows little of the physical and mineral properties. Much of the information given by colors, or by differences in light and dark surfaces, as seen in the ore by the eye, is lost in the photograph. It is in the crystalline structure that the photograph is able to reveal the nature of the rock or ore, and by study and experience positive information can be obtained. The character of the surface of the wall of the well is favorable for photographic examination. The roughness is largely dependent upon the character of the material, and makes easier the detection of ore at the juncture with rock.

Mr. S. H. Mills of the firm of Mills & Co., Montpelier, Vt., has recently invented an iron-polishing wheel, which saves from 25 to 30 per cent of the time usually required to iron stone. This invention should be a great benefit to all dealers who are operating polishing wheels, and any one desiring further information should write Mills & Co. They are one of the well-known granite manufacturers making polishing a specialty.

RENO, NEV.—Zoner & Sonognini are developing a granite quarry at a place twenty-eight miles north of this city. It produces a light granite. They are endeavoring to secure building contracts and, if successful, will build a cutting plant at Reno.

PORTLAND, ME.—Lamoille Granite Company, recently incorporated, quarrying. Capital, \$500,000. President, F. W. Yorke, New York; treasurer, J. S. Reynolds, Burlington, Vt.; clerk, I. W. Dyer, Portland, Me.



The situation in Barre and vicinity has greatly improved along some lines during the past month, chiefly the railroad question. The Central Vermont Railroad have added a night crew in the local yard, and the congestion of cars has been greatly relieved. Manufacturers are getting better service by this new addition, and they should be well caught up in their shipping soon.

The rough-stock question still remains about the same, and several plants have been obliged to shut down for a day or two at a time on account of this shortage. Most of the quarries are running to their full capacity, and some have added new machinery, and it is hoped that this shortage will soon be relieved. We have had an exceptionally long winter here, and this, of course, has put the quarries back considerably.

McDonald & Bushan are operating their turning lathes and cutting plant to their full capacity and report a large number of orders underway at present. Their plant is a thoroughly up-to-date one, and they are in position to handle orders of any size. At present they are cutting several large carved monuments.

Mr. Geo. L. Mead of New York City has recently opened a branch office in this city with Mr. Frank Gladding as manager. Mr. Gladding should be a very valuable man after the several years of practical experience that he has had.

Stevens & Denning have just purchased the cutting business of W. A. Hall & Co. and will move into their new quarters about June 1. This new venture, together with their already increasing business, should put them in position to meet the demands of the trade in a thoroughly up-to-date manner. They anticipate putting in a new surfacing machine, which will add greatly to their equipment.

Rizzi Brothers have been increasing their force lately and report business as being very good at this time. A trip through their shed showed several very large artistically carved monuments. Their workmen are artists and certainly know how to cut work of this kind.

Mr. N. J. Glass, superintendent for the Globe Granite Company at Montpelier, reports that he has been obliged to put on more men to take care of their ever-increasing business. They are turning out some fine work just now, principally along the line of hammered work.

Sweeney Brothers of Montpelier are preparing to enlarge their plant by cutting off one end and turning it around, and then building on to this. Their plant is already one of the largest in Montpelier or Barre, and with the new addition they will be very well equipped.

L. J. Clossey of Montpelier and W. H. Brown of Barre have bought out the firm of Blanchard & Clossey, pneumatic-tool manufacturers in Montpelier. Mr. Brown has been connected with the Oldham Pneumatic Tool Company for the past four years. The new firm have installed one of their new surfacing machines in the plant of Mortimer & Hadden.

A. Anderson & Sons are enlarging their office and increasing their force to meet the increase in their business. This is one of the successful firms of Barre, and we are glad to see them grow.

present a very nice class of monuments. They are in position, from where they are located, to make shipments very promptly indeed, as the service is exceptionally good at that point.

A. S. Jones has moved his cutting business from the Lane shed to the Eclat Granite Company's shed, and he will be in position now to handle his orders more easily.

At the Wetmore & Morse Company quarry two big sheets of granite have just been split from the ledge and are being cut up into dimension stones. The first piece quarried was 97 feet long, 25 feet wide and 25 feet deep, containing 60,625 cubic feet of stone, with a weight of 6,062. The second block is 125 cubic feet of stone and weighs 5,625 tons. These big stones are among the largest that have ever been quarried in Barre.



THE NEW CAPITOL BUILDING, MADISON, WISCONSIN, TO BE CONSTRUCTED OF WHITE GRANITE, QUARRIED AT BETHEL, VT., BY THE WOODBURY GRANITE CO., HARDWICK, VT.

J. K. Pine has recently installed a ten-ton derrick in the new part of his quarry, which he is opening up, and this, with his present equipment, will enable him to get out rough-stock orders much more quickly than in the past.

E. C. Glysson, formerly connected with Wells, Lamson & Co., has moved from their shed to new quarters and is now in position to take care of all his customers. He has two polishing wheels and expects to install a surfacing machine in the near future.

Ryle & McCormick are handling a large number of orders just now, and among them is a large soldiers' monument, to be set in Waitsfield, Vt. This monument is an exceptionally fine piece of work and a credit to their business.

Grecarson-Beckett Company, Williamstown, are running to their full capacity and are handling at

We note that our friend, R. L. Belknap, who, it will be remembered, had the management of the Wells-Lamson Company after the death of George Lamson, the former proprietor, has been elected second vice-president, one of the directors and general manager of the Flint Granite Company, Albany, N. Y. We certainly congratulate Mr. Belknap, and we have no doubt he won his present position by good management and thorough knowledge of the granite business.

Mr. E. Stoughton has been appointed correspondent for Barre and vicinity, and we trust that all interviewed will give him the same courtesy that has been given to other correspondents in the past.

The Boutwell-Milne & Varnum Company have recently made arrangements for a trial of the Temple-Ingersoll Electric Air Drill in their quarry. This drill is operated on the principle that is so much used in

Sullivan Slate Channelers



During the past ten years, the slate quarries of this country have adopted the Sullivan "Class VV" track channeler as a necessary factor in the reduction of quarrying expense, and of waste.

The cut shows a "VV" channeler in one of the large quarries at Pen Argyl, Pa., and illustrates the character of the wall, cut by this machine.

Quarrying methods in the Pennsylvania slate region are described in the May MINE AND QUARRY. Send for a copy.

AIR COMPRESSORS

ROCK DRILLS

SULLIVAN MACHINERY COMPANY

Birmingham, Ala.
Butte
Claremont, N. H.

Denver
El Paso
Joplin, Mo.

Railway Exchange
CHICAGO, U. S. A.

Knoxville
New York
Pittsburg

Salt Lake
San Francisco
St. Louis

the large machine shops of the present day; namely, a motor for each machine. In this case, a three horse-power air compressor is attached to the drill by eight-foot hose pipe and stands by the drill, and is movable from place to place. This air compressor is directly connected with electric power and is operated independent of the large air compressor used for distributing power throughout the quarry.

The Wells-Lanison Quarry Company, whose advertisement appears on another page, and which, as stated in previous issues, has purchased the light quarry formerly owned and operated by Wells-Lanison & Co., has for officers: H. J. M. Jones, a member of the firm of Jones Brothers Company; John E. Smith, a member of the firm of E. L. Smith & Co.; Angus A. Smith, who previous to this has not been connected with the granite business, make one of the strongest possible combinations in the quarrying industry of Barre; with the addition of John G. McLeod as superintendent, who was for years with the Bout-

well-Milne-Varnum Company, as superintendent of the quarry, and who brought it up to its present state of development, and who was afterwards half owner in the Innes & Cruickshank Quarry Company, makes the proposition one which can be recommended by us as one of the best in the trade. The quarry is an excellent one and has been worked for years.

HARDWICK, VT.—C. W. Huntington, formerly a member of the firm of Hopkins & Huntington, Barre, has charge of the monumental department of the Woodbury Granite Company. This company is making a specialty of Bashaw stock, a dark Woodbury granite, similar to Barre, and the trade are buying it freely.

Frank M. Corry, president of the Wetmore & Morse Granite Company, and others, have secured control of the Montpelier & Barre Electric Car Line. This is a move which will, without doubt, make a decided improvement in the transportation between these two points.



PICTON ISLAND RED GRANITE CO.

320 FIFTH AVENUE, NEW YORK

Quarries on . . . Picton Island, St. Lawrence River, near Clayton, N. Y.



PICTON ISLAND QUARRY LOADING DOCK

RED AND PINK GRANITES

In dimension sizes

Beautiful Granites for
**MONUMENTAL
DECORATIVE and
BUILDING PURPOSES**

**Modern Equipment
Splendid Shipping Facilities
Send Specifications for Prices**

Proposed Monuments &



Monumental News &

HARRISBURG, Pa.—Five thousand dollars has been appropriated for the purpose of erecting a monument at Scranton, Pa., to the memory of the late Gen. Theodore C. Wint.

ROCHESTER, N. Y.—A committee representing the city, the G. A. R. posts and the Catholic diocese has accepted a design for a monument in honor of civil-war veterans buried in Holy Sepulchre Cemetery, which was submitted by Mrs. Sallie Saruham of New York. The monument will cost \$4,500. It is probable that a design by the same artist for a similar monument for Mt. Hope Cemetery will also be accepted.

HAVANA, CUBA.—A large number of Spaniards, including the members of the Spanish Club, have obtained Governor Magoon's permission to erect at El Caney a monument to Gen. Vara Del Rey, who defended that place against the Americans.

Gen. Vara Del Rey was wounded several times and was placed on a stretcher, but he refused to leave the field, directing the movements of his troops from the stretcher, which he ordered to be placed upright. He died on the field.

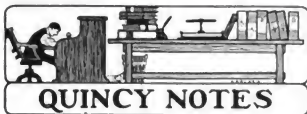
BALTIMORE, Md.—An ordinance has been recently passed by the city council appropriating \$10,000 for the erection of a monument to Gen. John M. Hood.

WASHINGTON, D. C.—The National Pocahontas Association has been formed for the purpose of raising \$10,000 and erecting a monument to Pocahontas on Jamestown Island, Va. William Ordway Partridge will furnish the model.

BALTIMORE, Md.—A \$25,000 commission to execute a soldiers and sailors' monument to be erected in Druid Hill Park has been awarded to Adolph A. Weinman, the New York sculptor, by the Union Soldiers and Sailors' Monument Commission of Maryland. The award of the commission is the result of a competition in which eleven sculptors took part. The monument is to be a group of three figures of bronze on a single pedestal of granite.

BEAUMONT, TEX.—There is a movement to erect a monument on the site of the famous Lucas gusher, an oil well.

(Continued on page 33.)



It is somewhat puzzling just how to size up the situation in Quincy, for there are scarcely two firms who have the same thing to say about the conditions of business. For instance, one firm that your correspondent called upon said that the past winter and the present spring was the dullest for business that they had known it for thirty years. The next firm seen said that they were rushed with business, and had been all winter. At the present time they had a large amount of work on hand, and, in fact, were driven to death. That is the way it went all over the granite district. As a rule, however, the manufacturers are very busy this month getting off Memorial Day orders. At the same time the general opinion is that business—that is to say, new business—is not what it should be. There are several causes for this condition, the principal being the backward season. The month of April and the month of May, up to the present time of writing, have been cold and dismal, and people have not felt much like visiting the cemeteries, and therefore have not ordered that monument they had in mind last fall. Should seasonable weather make its appearance, business should show a decided improvement, although it is now too late to think of getting a memorial cut and set before Memorial Day.

The one great trouble in Quincy to-day seems to be the large number of small firms who take jobs at any old price and trust in God to make a dollar on the job. Nine cases out of ten, however, they find that they are a dollar out. I have one firm in mind who had a rush order that they found it impossible to fill on time, so one of the firm went visiting his neighbors. The result was that he found just what he wanted, and he purchased the monument for considerably less than he could have cut the job in his own yard.

The Merrymount Granite Company had but little to offer in the way of news when I called upon them this month. Mr. Driscoll, the manager, said that they had a fair amount of work on hand of the usual run of work, but nothing that was deserving of special

mention. He said, however, at their quarry they were more than rushed, and were working overtime in order to catch up with orders for rough stock.

McGilvray & Jones are at work upon a very handsome red Westerly job and are busy getting off their Memorial Day orders. They find business a little quiet for what it ought to be at this season of the year. They have some few orders for monuments of the ordinary size on hand.

Smith & Marshall have several good-sized jobs in their yard awaiting shipment. Some of these are of the sarcophagus design, and some what is known as cottage monuments. They, however, had nothing of special note among their new work.

C. A. Swingle & Co. said that they were over their heads in work and were using every effort to get their spring orders off on time. Owing to the illness of their foreman, Mr. Swingle had to throw off his coat and dig into it himself, and when I called upon him he was making the fur fly. They have several good-sized monuments on hand that are to be delivered later in the year, of which mention will be made in a later issue. At the present time they are bending all of their energy to get their rush orders off on time.



HODGON'S FAMOUS STATUE OF WASHINGTON, IN STATUARY HALL, WASHINGTON, D. C.

The Columbia Granite Company had nothing new to offer this month. They have a fair amount of work on hand, but nothing that could be classed as extra large. Some of the all-polished work in their yard, however, was well worth looking at.

Kavanagh Brothers Company have a very large amount of work on hand at the present time. The most of their work is cut in Westerly granite, although one or two monuments in their yards of Quincy granite showed that they handled that as well. Among their new work is an elaborately carved sarcophagus job for Greenwood Cemetery, New York, the base of which is 11 x 7. They also have a red Westerly Celtic cross job for Woodlawn Cemetery, New York. This cross will rest on two bases, and the total height will be about 12 feet 6 inches. Among their recent shipments was a very handsome blue Westerly cottage job with a 7 x 7 base, standing 14 feet high. The frieze and cap of this job was elaborately carved. This firm is one of those fortunate enough to have a spur track from the main line running into their yard, so that they are not bothered as many firms are. When they get ready to ship a

job, all they have to do is to shunt a car into their yard, load it and ship it off the same day. Much valuable time is thus saved.

Milne & Hector have several very handsome jobs of Westerly granite in their yards all ready for boxing and shipment. These jobs show some fine workmanship and some good carving, which all goes to show that they do things here up to date, and that customers are sure of getting what they order.

on hand and a large amount of finished work in their yard, which will be shipped before the month is out. A glance into their polishing mill shows many pieces of granite waiting to be put into the machines for polishing.

Forbes, Craig & Co. say that they are as busy as bees in summer time getting their Memorial Day orders shipped to their destinations. This work includes several sarcophagus, cottage and oblong jobs,



STATUARY HALL IN CAPITOL BUILDING, WASHINGTON, D. C., NOW BEING RESTORED.

Birnie & Diack are busy getting off their rush orders before the national holiday. In addition to this, they have booked several good-sized jobs this month, which include those of the sarcophagus design as well as the cottage monuments. This month they shipped a very handsome all-polished job to Western parties. It was cut of extra dark Quincy stock, and the base was 7 x 5.

Deacon Brothers say that business is good, but money is slow. They have a good bunch of orders

most of which are more or less polished. These jobs are piled high about the derrick in their yard, for, owing to the poor facilities at Quincy Adams, it is impossible to get the work loaded on to the cars as fast as they would like.

D. E. Cameron had nothing new to offer this month. He has a fair amount of medium-sized work on hand and is booking some orders for mid-summer delivery. He has shipped practically all of his Memorial Day work.

A. M. Dean & Co. have a yard full of handsome memorials awaiting shipment. These include cross jobs and sarcophagus designs, nearly all of which are polished. Near their office, when I called this month, was a very handsome oblong job, consisting of a base and die. The base was fine hammered and must have been about 8 x 5. The die was one solid block and polished so highly that it was almost as good as a mirror.

W. T. Spargo was just booking an order for a pink Westerly job when your correspondent called this month. The base of the job is to be 8 x 3-10 and will be very handsome, as there are to be some carved wreaths in relief on the face of the friezes. That reminds me that Mr. Spargo is the vice-president of the Calder & Carnie Westerly Granite Company, who turn out a fine stock in the pink, red, blue and white variety, and at prices that are among the lowest. Aside from this, they have a fair amount of Quincy granite jobs on hand.

George Ruxton was not about when I dropped into his yard this month, but if appearances go for anything, he has not been idle the past winter and is not idle at the present time. He had quite a lot of work all boxed ready for shipment, as well as several jobs that were about finished. These jobs spoke for themselves of the quality of the work that he turns out. It was something to be proud of.

Returns from the two shipping terminals for the month of April show the total amount of granite shipped that month to have been 12,971,738 pounds, an increase of over four million pounds over the previous month. This was to be expected, as well as it is to be expected that the returns for the month of May will exceed those of April. Of the amount shipped in April, 6,660,998 pounds were forwarded from the West Quincy station and 6,310,740 pounds from Quincy Adams.

Agreeable to the promise made by the officials of the railroad, a gang of men were put at work this month clearing the ground north of the Quincy Adams station for the new traveling derrick that is to be erected, and it is expected by this time next month the traveler will be in operation.

M. C. Monahan has a large amount of work on hand at the present time. Among his new work is an all-polished sarcophagus job with a 8 x 5 base and a 6 x 3 x 4 die. He also has several tablet jobs under way, one of which is worthy of special mention. This has a base 7 x 1-6 and stands 12 feet high. Both the tablet and cross which surmounts it are all polished. There is also to be considerable carving on the job.

James F. Desmond was feeling particularly good when your correspondent called upon him this month, for he had just received a letter containing a good-sized check for a job he had recently shipped. This was not the particular thing that made him feel good-natured, but the very complimentary letter which

accompanied. The letter spoke in the highest terms of the job and of the courteous treatment accorded the purchaser by Mr. Desmond. The job in question was set up at the Forest Hills Cemetery, Boston, Mass.

"I haven't time to say a word to you," was the greeting I received when I hailed Joseph Walker of the Aberdeen Granite Company. He said that he was rushed to death trying to get off his orders on time, and that every minute was precious to him. He did say, however, that he had a fair amount of orders on hand for summer delivery, and that he had no reason to make any complaint.

A couple of carloads of Westerly granite were being unloaded at the yard of Joss Brothers Company when your correspondent called upon them, which will be later fashioned into things of beauty at their cutting plant, and then will ornament some cemetery lot. Mr. Joss said, in response to a question, that he had a large amount of work on hand at the present time, and, in fact, had been busy all the spring, and he looked for no let-up in business until late in the fall.

Things are humming at the quarry of J. S. Swingle, for, take with the many orders that he has to fill, and the superintending of the alterations and additions that he is making to his plant, which were outlined in the last issue, it keeps him on the jump from early morning until late at night. He reports an ever-increasing demand for his superior dark stock, which takes a beautiful polish.

The Granite Railway Company have shipped a very handsome monument to Ohio parties this month. The base was 6-10 x 4-3. The job was of extra dark Quincy stock and all polished. Superintendent Anderson says that while new business is a little quiet, they have enough to do, as they have a good supply of orders on hand in their cutting department, while in their quarry there seems to be an ever-increasing demand for stock.

McDonnell Brothers have a very handsome square job set up in their yard already for shipment, and by the time this issue reaches its readers it will probably have been set up in some cemetery. The base is 5 x 5, and the job is all polished above the bottom base. They also have several good-sized other jobs that they will get off before the 1st of the month.

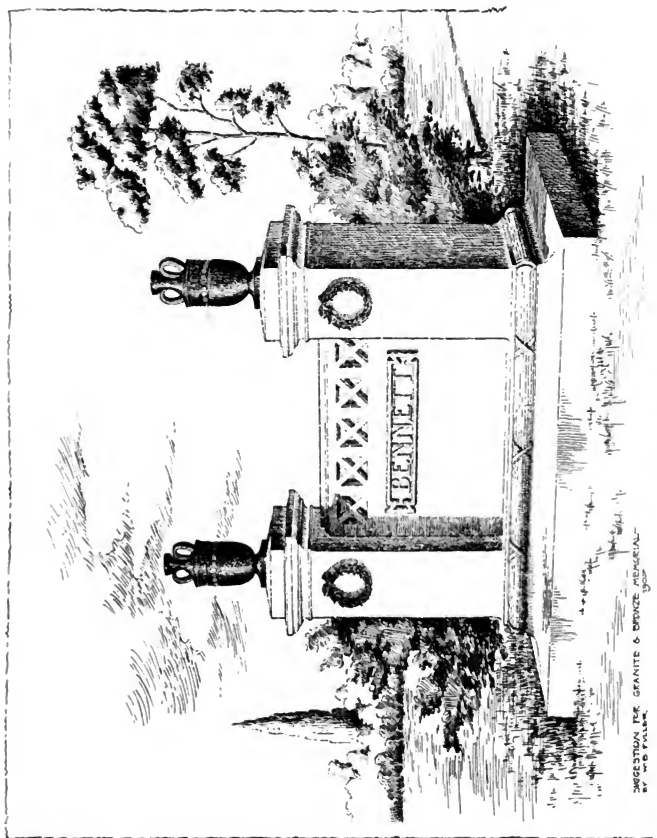
T. F. Mannex has a large amount of work on hand awaiting to be shipped to its destination. Most of it is all polished, the work being done at his own mill, which is a guarantee that it is all right as far as workmanship is concerned. The stock is from his own quarry, and the cutting department is under his personal superintendency.

Clark & Pearce report business as being fairly good with them, although new orders are a little slow at the present time. This they say is in a large measure do to the backwardness of the season. They have



"GRANITE, MARBLE AND BRONZE," JUNE, 1907.

SIZES		PRICE	
DIE	3-6x1-3x3-0	Barre Granite	C A E
BAS.	4-3x2-0x1-3	Quincy Granite	C F V
		Concord Granite	C A E
		Troy White Granite	C F E



SUGGESTION FOR GRANITE & BRONZE MEMORIAL
BY THE FATHER

"GRANITE, MARBLE AND BRONZE," JUNE, 1897.

BASE . . . 11 — 0 x 4 — 3 x 1 — 0
 DIA . . . 9 — 0 x 2 — 3 x 5 — 9
 Bronze Urns 1 — 0 diameter x 2 — 3 high.

every reason to believe that, with the arrival of seasonable weather, that business will take the start that it was anticipated it would earlier in the year.

Any one who knows the firm of Prout Brothers knows, without being told, that they turn out some of the best work in Quincy. Just at the present time they have a large amount of work on hand. They have not commenced active work on the alterations to their plant outlined in the March issue, for they desire to get by the Memorial Day rush before undertaking the work, which will require some changes in their existing plant.

Hughes & Johnson have a fair amount of work on hand and are busy getting their Memorial Day orders off. They have been very fortunate in this respect, and they have the satisfaction of knowing that none of their customers will be disappointed by not receiving their jobs on time. Promptness is their strong hold, as all who have had dealings with them can testify.

Between his granite business and his duties as a member of the city council, Alexander Falconer has been a very busy man this month. Mr. Falconer happens to be a member of the committee on licenses, and he has been pestered to death by applicants seeking to be granted licenses. During the early part of the month these parties made it rather unpleasant for him, and he had to try all sorts of schemes to get rid of them.

The Quincy Column Turning Company report that they have a good supply of orders on hand for turning and polishing, and that they are running their plant to its full capacity. The only trouble is that everybody wants their particular job at the same time, and it is a difficult task sometimes to please everybody. They manage to do it, however.

Largest Building Stone.

The walls of the Acropolis at Baalbek are truly called Cyclopean. The famous Trilithon, the largest stones ever used in building, measure respectively 65, 64 and 63 feet in length, each block weighing about 750 tons. How these huge masses were accurately placed in position 20 feet above the ground is a problem which modern science, with all its appliances, leaves yet unsolved.

Above them are Arab fortifications. The quarries whence these gigantic materials were obtained are among the most interesting features of Baalbek. Here may still be seen the method of work of the ancient quarrymen, stones vertically hewn lying almost ready to the hand of the builder. One of these stones, to which the Arabs give the name Hajar-el-Houbla, measures 69 feet in length and weighs 915 tons.

M. de Saulcy calculates it would take the united efforts of 40,000 men to put this huge block in motion. This quarry is now used as a necropolis by the inhabitants of Baalbek.



ISHKEMING, MICH.—A company has been formed for the purpose of working a deposit of Verde antique marble.

BARTON, VT.—We are in receipt of a sample of granite submitted to us by the Barton Development Association. The secretary of this company states that the people have great faith in the stone and have subscribed liberally for starting the business. It has the same colorings as the Hardwick granite and is taken from the same mountain range, the two towns being about twenty-five miles apart. Only the top layer has as yet been quarried. On another page, under the For Sale and Want column, will be found the advertisement of the Barton Development Association.

STONINGTON, ME.—The works of J. L. Goss, granite contractor, were burned April 26. Loss, \$1,000; partially insured.

BETHEL, VT.—The E. B. Ellis Company recently quarried one of the largest stones ever taken out from their quarry. Its dimensions will be 7 feet 9 inches by 8 feet 8 inches by 4 feet 6 inches. It weighs forty tons and is destined for the Union Station at Washington.

ROCKLAND, ME.—Work was begun May 1 at Hurricane Isle and at Vinalhaven on the quarrying of the granite for the Boston Museum of Fine Arts Building, which is to be quarried at Hurricane Isle and Vinalhaven.

The contract was awarded jointly to the Booth Brothers and the Hurricane Isle Granite companies and the Bodwell Granite Company. On the two islands about three hundred men will be employed, and it will take about nine months to complete the work. The contract calls for about \$300,000 worth of material and labor.

CLEVELAND, OHIO.—The Granite City Quarries Company, recently formed; office, Cleveland; capital, \$200,000, of which \$25,000 is represented by property located in Wisconsin; James Cheyne, Granite City, Waupaca County, representative in Wisconsin.

CONCORD, N. H.—John Swenson has secured the contract for the granite work for the First Church of Christ, Scientist, to be erected at Providence, R. I. It involves about \$100,000 worth of granite.

READING, PA.—The Walker Granite Company (F. A. Walker, president) has been organized to develop the large granite deposit located between Seisholtzville and Alburts. The quarry has been

H. J. M. JONES, Pres.
JOHN E. SMITH, Treas.

ANGUS A. SMITH, Vice-Pres.
JOHN G. McLEOD, Supt.

WELLS-LAMSON QUARRY COMPANY

(Successors to Wells & Lamson Co.'s Light Quarry Interest)

BARRE, VERMONT

We solicit the patronage of all Dealers requiring a fine-grained Barre Granite. We are now equipping our quarry with a large Derrick hoist, Etc., which will enable us to fill orders promptly.

CUTS OF OUR QUARRY WILL APPEAR LATER

"THE PROOF OF THE PUDDING IS IN THE EATING"

Car shortage has troubled you greatly for several months. Do away with that irritator by sending your orders to us. Don't take our statement for it but try us and see.

GREARSON-BECKETT CO.

WILLIAMSTOWN, VT.

operated for some time, but it is proposed to open a larger operation and push the sale of the output. The granite is green and red tinted and admits of a high polish, making it desirable for building purposes. The tract covers about three hundred and sixty acres. H. J. Reinhard of Allentown has been elected general salesman.

LANSVILLE, MASS.—The granite works at Folly Point is now an extensive plant, with five locomotive cranes in operation, and two stiff-leg steam derricks on the wharf, and a small locomotive for drawing the cars. The building of the wharf itself is quite an engineering feat, and for some time past one thousand tons of stone have been shipped from it daily to the Sandy Bay breakwater.

WEST SULLIVAN, ME.—Business in the granite line, under date of May 10, is well under way, all of the companies having full crews at work, and several cargoes of stone had already been shipped. There are seven firms now beside the Benvenue Granite Company. This company acquired the seven-hundred-acre Stimpson property and have a big crew on at work opening up a big quarry, erecting massive derricks, and getting ready to build several miles of steam railroad and enlarge their wharfage room to several hundred yards' dock room. Families are moving in as fast as the tenants can take them, and an old store will be modeled into a boarding-house for the workmen. This concern is one of the big ones, having plants in Connecticut, New York, Stonington and West Sullivan. The place at West Sullivan is most likely to be larger than all others, as their big holdings afford them ample stone and other facilities to do business better and cheaper there than elsewhere.

REDLANDS, CALIF.—Boulders are quarried from the so-called Mountain Glen District and shipped to Los

Angeles and other points. It consists of two different grades: a very fine-grained dark granite and a lighter colored granite. Both kinds are used extensively in granite yards. The darker grade brings the better prices, from \$1.25 to \$1.50 per cubic foot on the cars, while the lighter grade sells for about 85 cents per cubic foot. Another interesting feature is the weight of the rock. This varies from 170 pounds per cubic foot for the light-colored granite to 220 pounds per foot for the darker rock. On an average, 10 to 12 cubic feet will make a ton, and the capacity of a car is 20 tons or more.

DORSET, VT.—The Norcross-West Marble Company April 19 followed up the cutting down of its working force by shutting down its sawing and finishing plant at Manchester Depot, sixteen men being affected by the last move. The company expects to resume operations the middle of May. Its quarry at South Dorset is still running full time, and other marble companies in that vicinity are in a prosperous condition.

MONTREAL, CAN.—The strike of the granite cutters has been settled by granting 37½ cents an hour and an eight-hour day.

ELLSWORTH, ME.—The threatened strike in the nine granite quarries at Franklin and Sullivan has been averted, and the one hundred stone-cutters, who have been idle for a week, pending an adjustment of their grievances, returned to work. The dealers and union officials signed an agreement satisfactory to the quartermen.

WOODSVILLE, N. H.—Walter M. Magee of Boston has been in town negotiating for the black granite deposit at Orford, N. H. It is generally believed that he has secured this valuable farm and quarry. While



IT'S THE SAME THING

Whether You Secure an Order or Buy a

"DALLETT" PLUG

HOW?

DRILL!

A Dollar **SAVED** or a Dollar **EARNED** is a Dollar **GAINED**.
A "DALLETT" Plug Drill will **SAVE** Many a Dollar in Time and Repairs
which you would spend if you purchased another make.

We send "DALLETT" Plug Drills to responsible parties on 15 days trial
and Pay Return Charges if they are not ALL WE CLAIM.

THOS. H. DALLETT CO.,
23RD AND YORK STREETS, PHILADELPHIA, PA.

reticent as to his plans. Mr. Magee admits there is associated with him a number of capitalists, and they propose operating in the near future.

HALLOWELL, ME.—The C. E. Tayntor Granite Company are employing one hundred and fifty men, all told, and this force will be increased. According to a statement made by Mr. Tayntor to a local paper, their business doubled during the past year, and they were compelled to turn away work, on account of their inability to handle it.



TACOMA, WASH.—The Tacoma Marble and Granite Company have discontinued their business at this point, and it has been taken over by Thos. Sizer and E. E. Uden, and all bills will be settled by the new owners. The business will be moved to Seattle, and it will be conducted under the name of the Art Marble Company.

CORYTON, IND.—W. S. Nye, the marble dealer, is remodeling his shop, putting in a glass front, and is preparing to push his business.

JANESVILLE, WIS.—F. A. Bennett & Co. have installed a pneumatic-tool plant.

SEATTLE, WASH.—The New England Granite and Marble Works have purchased a lot, and have announced their intention of erecting a large stone-cutting plant. The building will cost \$3,000.

DAYTON, OHIO.—The partnership existing between Thomas Staniland, Chas. J. and Richard H., under the name of Thomas Staniland & Co., was dissolved on April 24 by mutual consent, the father, Thomas Staniland, permanently retiring from the firm and severing all connection therewith. The business will

be conducted at the old stand by Chas. J. and Richard H., under the old firm name. The new firm assumes all debts and liabilities of the old partnership.

NEW LONDON, WIS.—Paul Nickel has disposed of his interest in the local firm of Nickel & Thomas, monumental dealers, because of ill health. Mr. Nickel underwent an operation for appendicitis about two months ago and has not regained his health.

WARREN, OHIO.—One of the largest contracts for a monument was recently secured by the Warren Marble and Granite Company. The bottom base will be 10 x 10-6. The monument is to be cut from Quincy granite, all polished.

GREENVILLE, ILL.—J. W. L. Scott has purchased the granite and marble works of George W. Staub. He will be assisted in the works by his son, Arthur Scott, who will have the business management of the shop. Mr. Scott has been engaged in the business at Edwardsville for four years and has had much experience in the business. For several years Mr. Staub has not been able, on account of ill health, to manage the business, and all orders for tombstones and monuments have been filled by outside firms.

LITCHFIELD, ILL.—The monument firm of Young & Lipe of this city has been given the contract of erecting a \$15,000 soldiers' monument in Mt. Vernon, Ind. The plans and designs of sixteen monument firms were considered.

DENVER, COL.—The Denver Marble and Granite Company has just completed a granite monument to be placed over the grave of the late Ex-Gov. Davis H. Waite. The monument is the gift of the Western Federation of Miners. It is nine feet high and is of Grecian architecture. In the centre of the die is a relief portrait of Ex-Governor Waite and below the inscription, "Erected by the Western Federation of Miners, 1907." On the base is the name "Waite," and the emblem of the federation is chiseled out at the top. The monument is made of Colorado granite

Barre Pneumatic Tools
FOR GRANITE, MARBLE & BRONZE

SURFACER TOOTH CHISELS

Made of 1 1-2 inch sq.
stock for large and 1 3-8
inch for small machines.
Nothing but the very
best of material used.

PRICES

FOR LARGE SURFACERS

\$1.25

EACH

FOR SMALL SURFACERS

\$1.00

EACH

Everything in the
line of small
tools for working
Granite

PROMPT SHIPMENTS FROM STOCK

Trow & Holden

BARRE, VERMONT

and was designed by A. E. Foster of the Denver Marble and Granite Company. It will cost \$1,000 when completed.

BUFFALO, N. Y.—The Lantz Marble Company have purchased land and will erect a new marble mill, and will also erect a mill at Toronto, Canada.

An Old Company Under a New Name.

The West Townsend, Mass., Granite Syndicate has been formed to take over the quarries formerly owned and operated by the Granite State Granite Company, of which Duncan Rusk was manager and treasurer. Many of those connected with the granite business will remember Mr. Rusk as a well-known quarryman. He has been operating the quarries at West Townsend, Mass., for the past few years, but it is proposed by the new corporation to provide them with equipment, so that any contract in reason can be handled, for the purpose of providing building and monumental stone. The granite produced by the quarry is rather of a novelty in its way, and quite handsome. The predominant color is pink. It has markings of almost blood red, varying from that to a light pink; also has brown and black spots. Taking it all in all, the contrast in the colors makes it very handsome. It is fine grain, and hammers quite white.

Proposed Monuments and Monumental News.

(Continued from page 21.)

SOMERVILLE, MASS.—Citizens, supported by the Board of Trade, are making a strenuous effort to have the city government appropriate \$20,000 for a soldiers' memorial. Among those taking a prominent part in the movement are: Aldermen Newcomb, Eldridge and Berglund, Charles W. Boyer, Allen F. Carpenter, Thomas A. Cunningham, Charles D. Elliott, Joseph A. Kiley, W. Fred Flemming, Dennis C. Mahoney, Fulton O'Brien, William E. Whitney and A. B. Tyler.

ST. JAMES, MINN.—A meeting of citizens was held April 27 for the purpose of taking steps for the erection of a soldiers' monument.

VINTON, IOWA.—The local G. A. R. are raising money for a soldiers' monument to the veterans of '61 and the war with Spain.

BALTIMORE, MD.—Antoine Mercie, a famous French sculptor, will design the monument to Francis Scott Key, for which the late Charles L. Marburg presented \$25,000 to the city. The work is to be carried on through Mr. Theodore Marburg, brother of the donor.

ST. PAUL, MINN.—An elaborate monument of granite and marble designed by Cass Gilbert will be erected to the memory of Joseph A. Wheelock at a cost of about \$10,000.

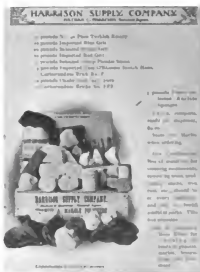
(Continued on page 38).

The Recently Issued Catalogue of the Harrison Supply Company.



THE VERY ATTRACTIVE TITLE PAGE OF THE RECENTLY ISSUED CATALOGUE OF THE HARRISON SUPPLY CO.

This company has recently issued a catalogue, which is the best article of its kind which has ever been issued by the trade, by those directly or indirectly interested, except possibly the large steam-drill concerns. This catalogue contains eighty-eight pages, and illustrates with excellent half-tone cuts the tooling and offices occupied by the firm, the supplies which they deal in, general information about polishing, and the latter part of the book is given up to a description



A SAMPLE PAGE FROM THE CATALOGUE OF THE HARRISON SUPPLY CO.

and illustration of the Trow & Holden granite tools. Nathan C. Harrison, the general agent for the Harrison Supply Company, is one of the most progressive men in the trade. Everything in the way of reading-matter, advertising, or anything of the kind that has been issued by Mr. Harrison, has been of the best. His argument has always been that the best pays, and

his having built his business up from nothing to its present point, plainly illustrates that his arguments are good ones.

Granite Men Awarded Demurrage.

Growing out of the congestion of cars loaded with granite on the side-tracks at Lithonia, Ga., a number of demurrage claims have been presented to the state railroad commission, all of which have been held valid and approved.

The two largest of these claims were those of the Granite City Crush Stone Company, aggregating about \$425, and the Davidson Granite Company, for about \$400. These were all made, of course, against the Georgia Railroad Company.

The railroad gave as an excuse that its yards in Atlanta were blockaded, and that other railroads refused to handle the granite, on account of the press of other business, and stated for these reasons it could not promptly move the cars.

The railroad commission held that these were not valid excuses, and that the business ought to have been handled. The demurrage claims were, therefore, approved. The commission has no authority to order payment of such claims, and if the railroad refuses to make payment after such ruling, the only recourse of the claimant is in the courts.

Acceptance of Wrong Goods by Purchaser's Agent.

Where goods furnished were different from those called for in an order, yet where they were accepted by a person who is held to have had sufficient authority to act as agent for the purchaser for that purpose, the buyer is deemed to have accepted the goods and to be liable to pay for them. It appears, however, that he might still perhaps have rejected them had he acted with reasonable promptness.

109 N. W., 1044.

Will Build a New Cutting Plant.

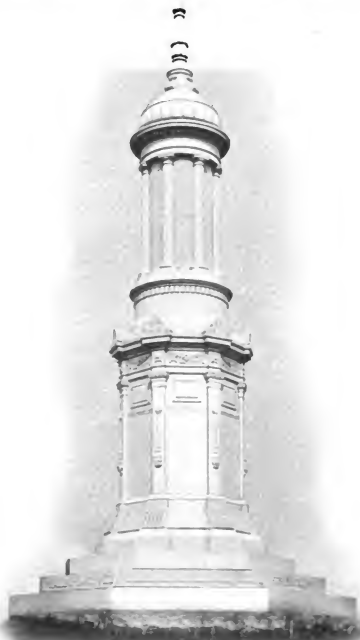
The Boston & Maine Railroad has closed a deal whereby the property owned by the New England Granite Company at Concord, N. H., has passed into its hands. The extensive plant will be demolished as soon as a new one can be built in another part of the city, and the railroad will use the present site of the granite company's plant for improvements in yard facilities.

The New England Company will construct a modern plant, which will be one of the largest in New England.

Trade Notes.

A twenty-ton, three-motor, electric traveling "Northern" crane, fifty-nine feet span, for outdoor service, was recently installed by the Astoria Marble Company of New York. Crane was furnished by the Northern Engineering Works, Detroit, Mich. They have also recently furnished, through the F. R. Patch Manufacturing Company, Rutland, Vt., a twenty-ton electric crane for shipment to Seattle, Wash.

Specify KLONDIKE STOCK at all times
Blue White Westerly Granite
FROM THE FAMOUS KLONDIKE QUARRY
 OWNED AND OPERATED BY THE
GOURLAY GRANITE WORKS



S. Morgan Smith Monument, Prospect Hill Cemetery, York, Pa. 16' 9" x 16' 9" by 33' 0" high, cut from our BLUE WHITE WESTERLY GRANITE by The N. E. Granite Works, Westerly, R. I.

The most suitable stock for all kinds of monumental work quarried in Westerly or New England, and the only firm in Westerly that makes a specialty of rough stock for the trade. Wholesale prices to one and all, equal treatment to each customer.

In addition to our KLONDIKE stock, we furnish the old

WESTERLY BLUE STOCK WESTERLY PINK STOCK WESTERLY RED STOCK

AT WHOLESALE PRICES TO DEALERS

FOR PRICES APPLY
TO

GOURLAY GRANITE WORKS

WESTERLY,
RHODE ISLAND

Bethel Granite for Wisconsin.

The event of the month in the granite trade was the awarding of the contract for the granite work for the new Wisconsin State Capitol to the Woodbury Granite Company of Hardwick and Bethel, Vt.

This contract is, without doubt, the largest cut-stone contract ever awarded in this country. It covers some six hundred thousand cubic feet of stone, at a price in excess of two and a quarter millions of dollars. The work will take from five to eight years for completion.

The building is in the form of a St. Andrew's cross, four rectangular wings extending from a circular central pavilion, which is surmounted by an elaborately carved dome. The building from ground to top of dome will be constructed of the glittering white Bethel granite, and the effect will be beautiful in the extreme. On the pinnacle of the dome will stand an allegorical figure of heroic size, carved in the same material. The architects are Geo. B. Post & Son of New York City.

The Woodbury Granite Company are contractors for the entire granite work in the building, as well as the formal approaches, and will quarry, cut, carve, deliver and set it complete. They are abundantly able to carry out the work, as their plant at Hardwick is the largest and in many respects the best-equipped granite works in the building trade, and extensive additions will be made to their plant at Bethel, probably an extra shed and considerable machinery.

This company is fast gaining the title of "Builder of State Capitols." It furnished the granite work for the new Pennsylvania State Capitol at Harrisburg, four hundred thousand cubic feet of finished work, in twenty-two months, which is a remarkable record, and has recently completed the granite base course and thirty-six polished monolithic columns for the interior corridors of the new Kentucky State Capitol at Frankfort. Both these contracts were in Woodbury gray granite, from the company's quarries at Woodbury, Vt.

Apart from personal reasons, however, the trade, as a whole, will feel glad that the building has gone into granite, rather than into more perishable stone.

Relating the Dust Problem in Granite Sheds.

On page 9 will be found the advertisement of the Exeter Machine Works, Exeter, N. H., which company, we believe, is in a position to solve the dust problem in granite sheds,—a most serious matter, as all will allow who are acquainted with the granite industry. In a recent interview with the traveling representative of this concern, he stated that his company was more than willing to meet any live manufacturer more than halfway in the matter of putting in a plant for the purpose of taking care of the granite dust in granite sheds, on the principle that, if the system is not satisfactory, it is to be removed, with no expense; and if it is satisfactory, it is to be purchased by the concern in whose shed it has been erected. This means a great deal more than would appear on

the surface. There are many problems to be overcome in the ventilating of granite sheds: one is to keep the heat in the shed and draw the dust out. Another point to be considered is the arrangement of the pipes to take care of the dust. In a modern granite shed the traveling derrick has the right of way, and where the derrick runs is the natural place for the pipes to take care of the granite dust. But the representative of the Exeter Machine Company tells us that he is in a position to get around this, and we sincerely believe he can do so. This company is thoroughly responsible and has already erected at Montpelier two systems of exhaust in connection with surfacing machines, which have been fully described in previous issues, and we will state, for the benefit of those who did not read the article, that it thoroughly and effectually takes care of the dust problem from the surfacing machines, not only taking it from the shed, but also making the atmosphere as clear around the operator as though no machine was working at all. They can be seen in operation in the shed of Mills & Co. and Dillon & Haley, Montpelier, Vt. A representative of the Exeter Machine Works assures us, and he is also the practical man, that these machines can be improved upon fifty per cent.

Correspondence.

A. M. HUNT & Co.:

We note in a recent issue of your paper an article upon credit ratings in reference to dealers who do not carry a stock. While you probably do not care to gain information from the retail trade, we wish to give you a few names (here follows the names of several concerns, which we had already noted in our "Book of Credit Ratings," as not carrying a stock, with one exception).

This firm also adds as follows: That a certain concern located at a certain point in Illinois are now out of business. One member of the firm is working in a livery stable and selling harvesting machinery. Another member of the firm is clerking in a furniture store. He receives circulars all the time from the manufacturers and jobbers. Other information follows of a like nature.

The names we do not give, for reasons which all can understand. We will state that this information is of assistance to us, and we are certainly very glad to receive it; in many instances we have found it impossible to secure definite information as to the carrying of stock by certain individuals. In many instances the parties are not known to be in the monumental business, their principal stock in trade being harvesting machinery or something of a like nature; incidentally, they are selling monumental work. It may be a farmer who is earning additional income by taking his leisure time and canvassing the neighborhood for the sale of farm material and monumental work. We should be very glad to have all those who are acquainted with those who are not carrying a stock and as selling monumental work as a side line, reported to us.

JOSEPH NEWALL & COMPANY
QUARRIERS & MANUFACTURERS
WESTERLY, RHODE ISLAND
BLUE, PINK AND RED WESTERLY GRANITE

Perfection in
monumental
work is
attained only
by carefully
selected
stock and
the best
grade of
workman-
ship



The only
company in
Westerly
doing an ex-
clusively
wholesale
business
We never
compete with
the retail
trade

NEWALL QUALITY
"THE STANDARD OF TWO CONTINENTS"
AND THE
HIGHEST ACHIEVEMENT IN MONUMENTAL ART

Granite, Marble and Bronze.

Proposed Monuments and Monumental News.

(Continued from page 33.)

DENVER, COL.—The contract for modeling the pioneers' monument has been let to Frederick MacMonies for \$70,000. Mr. MacMonies' life has been insured for \$25,000 as a protection, as the amount involved in the contract will be paid in installments.

SIOUX FALLS, S. D.—The members of E. S. McCook Post, G. A. R., of Hurley and other citizens of that place are meeting with good success in the raising of funds for the erection of a soldiers' monument in the Hurley Park. Those in charge of the project expect to raise a total of about \$1,200. The monument will be of granite or bronze.

MADISON, ME.—The Hallowell Granite Company has secured the contract for a soldiers' monument to be erected here. The pedestal is to be of granite surmounted by a bronze figure of a soldier at parade rest.

The National Retail Monument Dealers Association.

We are in receipt of a letter from G. N. DeMerell, secretary, Lansing, Mich. He states that he has received a satisfactory number of new members to date, and if he lacks anything in quantity it is made up by quality. He adds that the retail dealers are very busy at this season of the year, and that his own business is no exception to this rule.

We would draw attention to the fact that the regular annual meeting of the National Retail Monument Dealers Association will take place the last week in August, and if the meeting is anywhere near as interesting as the one that was held during the summer of 1906, it will be worth while for any and all retail dealers to attend it. A notice of this meeting will appear later in the trade publications, and will also be sent out by circular by the secretary. Let all responsible retail dealers think seriously of attending it.

The Picton Island Red Granite Company.

On another page will be found the advertisement of the Picton Island Red Granite Company. This company has offices at 320 Fifth Avenue, New York, and quarries at Picton Island in the St. Lawrence River, near Clayton, N. Y. The deposit consists of a red granite, and has been under development for the past two years. The quarries are thoroughly equipped with derricks and power, and have a thoroughly modern-equipped plant for the handling of business. This plant is situated near Clayton, N. Y., has side tracks connecting with the New York Central & Hudson River Railroad, affording the best of shipping facilities. The granite is transported from the quarry to the shed by use of flat boats and tug boat. They are now shipping large quantities of granite on contracts and orders received, which, in addition to the monumental work, includes twenty-five columns for the

new Maryland Institute Building of Baltimore and all the granite for the new building of the American Museum of Natural History of New York City.

Obituary.

David E. Snyder, proprietor of the Lockport Marble and Granite Works, Lockport, N. Y., failed to come in for supper April 22. His wife went to the shop at 6.15 o'clock. She found him dead in his chair, from apoplexy.

Mr. Snyder was known throughout Niagara County as the father of the new courthouse. He was for many years supervisor from the old third ward of this city and was mainly instrumental in having the building erected.

Mr. Snyder was sixty-eight years old and had been for forty-four years a member of Lockport Lodge, No. 73, F. and A. M., being the oldest Mason in Niagara County, with one exception. He is survived by a wife and one daughter.

TROY, N. Y.—Peter Grethen died April 28, after an illness of two weeks, which began with la grippe and terminated in rheumatism of the heart. The deceased was a member of the firm of Grethen Brothers, granite workers, of this city. He took up his residence here about three years ago, living before that time in Cohoes. He was a member of Laussingburgh Council, Royal Arcanum, a vice-regent of the organization, and a trustee of the Hospital Bed Fund Association. He was also a member of the Germania Hall Association, the Troy Saengerbund and the choir of St. Augustine's Church. A wife and four brothers survive. Mr. Grethen was one of the most prominent of the German citizens of the city and was held in high esteem by a large circle of acquaintances.

DETROIT, MICH.—Following an illness with pneumonia of just a week, Charles R. Mason, aged seventy-eight years, of 753 Porter Street, died April 24.

For twenty-five years Mr. Mason was prominently identified with the marble and granite business, both in Detroit and Ypsilanti. He retired, owing to his advancing age, ten years ago. He was born in New York State and came to Michigan thirty-two years ago.

He is survived by his widow and one daughter, Mrs. O. P. Eaton, widow of the well-known Detroit physician. He belonged to no church or other organization.

Correspondence.

We are in receipt of a letter from E. A. McColly, Latrobe, Pa., in which he states as follows: "I have had an experience with one Charles Gazette, who represented himself as an A1 letterer. He never finished his trade and is a very rough bungler. Realizing he could not do my grade of work, he secured from me a Pennsylvania Railroad mileage with between seven and eight hundred miles, and left. It is understood that he also left his wife and baby behind." Mr. McColly states the ticket is not all he finds missing, but he cannot say he took anything more with him. He would very much like to locate him.

Wetmore & Morse Granite Company

Office: - Montpelier, Vermont

Quarry: Barre, Vermont

QUARRY OWNERS

FINEST LIGHT AND MEDIUM BARRE GRANITE

ANY DIMENSION FURNISHED TO THE LIMIT OF TRANSPORTATION



We now have over 175,000 cubic feet of stone free in the quarry ready to be cut up to fill orders. With one blast we freed a sheet 21 feet thick containing 100,000 feet and weighing 9000 tons. The large block was split from this sheet by means of plug and foot holes and wedges and measured 35 feet x 11 feet x 21 feet, contained 8000 cubic feet, and weighed 720 tons.

A Company Formed for the Purpose of Opening a Deposit of Verde Antique Marble.

The Michigan Marble Company has been organized for the purpose of quarrying Verde antique marble from the beds of that mineral lying in the serpentine group six miles north of Ishpeming, Mich. The particular deposit it is proposed to quarry was located many years ago by the late Julian M. Case, who spent a fortune exploiting it.

Only a small amount of the stone had been taken from the quarry, and it had been utilized solely for exhibition purposes. There is sufficient of the marble to keep the company busy mining it for decades to come; it has been tested to a depth of 750 feet, at which point it was found of even better quality than at the surface.

It is a matter of official record that the Verde antique of western Marquette County is about the finest found anywhere on earth. This mineral, which is a dolomite, is mined to a limited extent in Tennessee and has also been found in Georgia; but practically the entire world's supply comes from Italy, where quarries have been worked for centuries and are still productive. The stone is worth from \$4.00 to \$8.00 per cubic foot in finished form, and is most largely used in the interior work of costly buildings.

The Verde antique of the beds north of Ishpeming is of a beautiful green shade, with red and white and stripes of a still deeper green running through it. It is susceptible of a far higher degree of polish than ordinary marble. The stone is compact and can be quarried in large pieces at comparatively small cost. Samples on exhibition at the Chicago World's Fair in 1903 attracted much attention from mineralogists because of the beauty and durability of the stone, and it has long been.—*Exchange*.

The Granite Business at Lithonia, Ga. Badly Handicapped by Railroad Troubles.

The following item, taken from the *Atlanta Journal*, under date of April 26, shows a much worse state of shipping difficulties than the Vermont manufacturers are experiencing:

"Though the recent congestion of 115 cars at Lithonia loaded with granite has been somewhat relieved, the situation there is still a long way from being satisfactory, and so stubborn has the indifference of the Georgia Railroad become, that there is widespread talk of a new road being built from Lithonia to the Seaboard or the Southern.

"Commissioner Stevens of the railroad commission went to Lithonia a few weeks ago at the solicitation of a large number of granite shippers and found 115 cars waiting on the tracks—they had been waiting a long time—with no engines to pull them. The Georgia Railroad had been repeatedly urged and begged to furnish engines. Thousands of dollars were being lost, and the business of shippers, even their livelihood, was dwindling to nothing. But until Commissioner Stevens made his visit, and the commission

forced the road to act, the cars remained untouched.

"Even now conditions at Lithonia are appalling, from a commercial standpoint. Contractors declare that by no means are they getting enough cars to carry on their business, and that it is only a favored few who are getting any cars at all. The majority of the shippers, it is said, can work only one or two days a week, owing to scarcity of cars.

"There are said to be several hundred empty cars between Augusta and Lithonia that could be brought to Lithonia to relieve the distress of the people; but the Georgia Railroad, evidently fearing another block if they let these cars be loaded, are withholding them from the people, and the people's business is dying out day by day. The granite lies idle in the quarries. Workmen sit idle around their homes. Shippers linger idle around the freight platforms, all because of the Georgia Railroad's inefficiency and indifference.

"It is stated that if the talked-of new road should be built, every contractor in Lithonia would sign an agreement to patronize it in preference to the present 'transportation snail,' as the Georgia has come to be called in DeKalb County. From Lithonia alone there would probably be forty cars of granite a day, a paying business for any line."

Maine Granite.

The commencement of America's granite industry can be dated from the operation of the quarry on Dix Island, off Rockland, Me., although Quincy dates back some time before work on Dix Island. We give below a short description of the granite deposits situated off Rockland, Me.

Hurricane Isle has at present a population of 257, but this will be largely increased during the coming summer.

The island is practically one huge rock in the clefts of which is some slight vegetation, and on it are located about one hundred stonecutters' residences, only a story in height, in order to withstand the heavy gales which sweep the island in the fall and winter. The island has daily communication with Rockland by steamer.

Operations in granite on Hurricane Isle were begun by Davis Tillson in 1870, and the quarries are still managed by the estate of General Tillson, and his son-in-law, W. S. White, a prominent and influential business man of Rockland, now has charge of the Hurricane Isle Granite Company and the local end of the interests of Booth Brothers.

The neighboring island of Vinalhaven, where are located the quarries of the Bodwell Granite Company, will also be the scene of large operations. Vinalhaven is a much larger town than Hurricane Isle, has a permanent population of 2,358, and has churches, schools and a public library.

The Wharf quarry at Vinalhaven is a famous quarry. It was there, some seven years ago, that the monoliths for the Cathedral of St. John the Divine in New York were quarried. These monoliths were columns 60 feet long.

There is a possibility that the quarries of Dix Island, which furnished twenty or thirty years ago stone for

many important government contracts, will again sound with the hammer of the quarryman.

Thomas Dwyer of New York, the present owner of Dix Island, was one of the bidders on the addition to the Treasury wing at Washington. His bid, \$643,000, was much higher than the others, but as the original building was made of Dix Island granite, Dwyer hopes to be able to convince those in charge of the work that the only granite possessing the peculiar strength, durability and shade of Dix Island granite is that from the same quarries.



Books, Pamphlets, Etc., Received.

Vol. XXV, No. 6, of "Stone," published by Frank A. Lent, 123 Liberty Street, New York, succeeds or rather continues an old publication which was formerly published at Louisville by the Ranck Publishing Company, afterwards by Frank W. Hoyt, New York, discontinued, and evidently started in again. The new publication is of the same size as the former magazine, and bears the finger-marks of one who understands the business. The paper is good, and everything about it would indicate an inclination to give its subscribers the best.



The Credit Man.

(Continued from page 15.)

back we had reams of it—to-day but a small proportion of what we were once able to obtain is made. Trade conditions have changed. To-day bills are discounted, and the merchant prefers to have the debt run as an open account rather than accept a note. Up-to-date houses in certain staple lines tell us that when a man arrives at the point where he wants to give a note for his merchandise they prefer not to sell him Mueh of the best of our trade paper, as we once knew it, has disappeared, not to return. Certain lines, it is true, are left where the discounting of bills has not yet become practicable, and a quantity of other miscellaneous paper is still offered as trade paper, but which calls for the closest scrutiny. In this latter class of paper, covering a short period of ten years, it has been our experience to find accommodation paper, promoters' paper, agents' paper, salesmen's paper, bogus paper, forged paper and kited paper.

In receiving the note you will not neglect to look up the worth of the maker, but our talk to-night has more to do with the indorser upon that paper, for presumably he will be your customer as well, and in that event you should have his signed statement upon your files and should analyze it—for he will probably offer you many other notes for discount. If he presents his schedule without affixing his signature, ask him to sign it. If, perchance, he should show a reluctance to putting his name to it, make your quiet investigation the more thorough.

All the skill and tactfulness which you can bring to the problem will be needed at times to secure the statement, and in a few instances you will be compelled to waive the request. If you go about it in the



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right manner you can more than likely make your customer see that it has been distinctly to his advantage to file his schedule with you.

The same tactfulness will also be needed in threshing out the statement with your customer. Your work will only have begun when you obtain his schedule. There is vastly more to be learned at times by this face to face, adroit quiz than from the bare figures, for in coming in direct contact with the man behind that statement you may study his temperament—you may know if the figures given are made up honestly, and not only honestly, but you may learn if values in that statement have been put in at low figures—in short, you may estimate if the man would have deceived himself or you. He can easily do both if you are not watchful, and may not have intended to do either. He may be one of those men who take an inflated view of everything he owns, and who always seeks to make the best possible outward exhibit. You will do a good turn for yourself, and not unlikely for him, by chiseling his schedule down to hard rock foundations.

(To be continued.)

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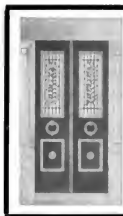
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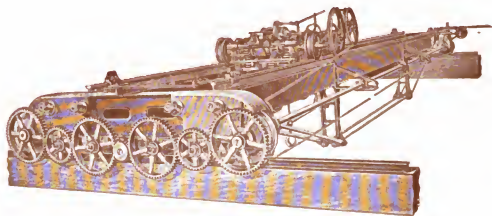
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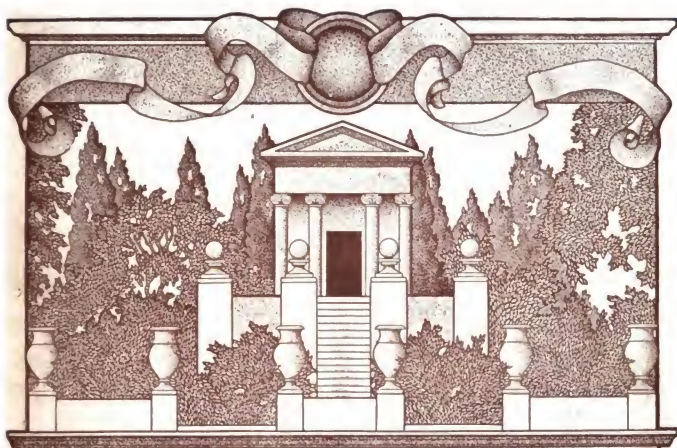
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VOLUME XVII
No. 7

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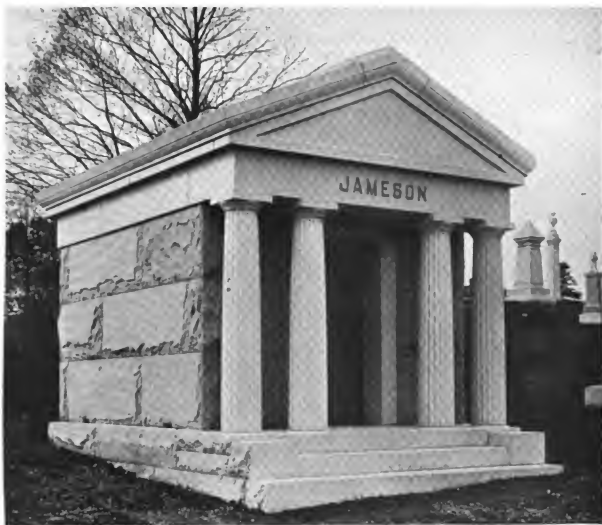
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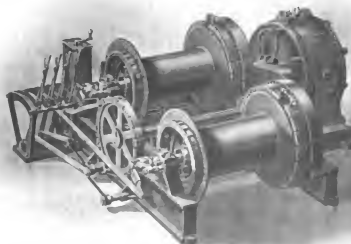
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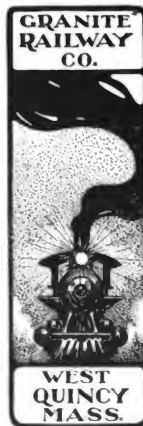
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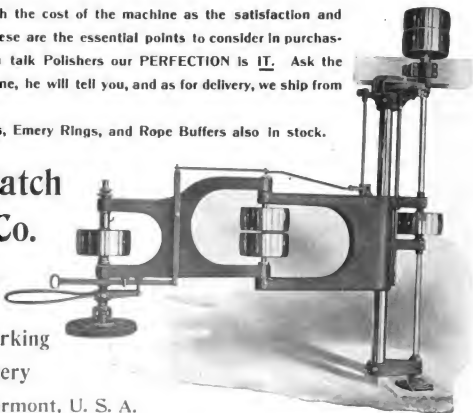
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One of the best equipped mills in the world

Producing { Hawk Brand for Pullets
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In dimension sizes

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Modern Equipment
Splendid Shipping Facilities
Send Specifications for Prices

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Successor to Granite

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A. M. HUNT, Editor.

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BOSTON, MASS., JULY 1, 1907.

10 cents per copy
\$1.00 per year



THE COMING MEETING OF THE NATIONAL RETAIL MONUMENT DEALERS ASSOCIATION.

We are just in receipt of the provisional program for the first annual convention of the National Retail Monument Dealers Association, which is to be held at Chicago on Aug. 13-15, which we publish in full on another page. We attended the formation of this organization, which took place at Chicago early in September of 1906, and met at that time many of the leading retail dealers, with whom we were pleased to shake hands, and learned many things which we could not have acquired in any other way. A full report of this meeting was given in all the trade papers, and we trust that this report, and the work done by the secretary, will bring forth a large attendance at the coming meeting. There are many matters, as noted in the program, which will be given attention, all of which should be of interest to the retail dealer who is anxious to improve his condition. We are well aware of the fact that every one is liable to blame his neighbors for the shortcomings in the trade, whether the neighbor be near or far away. We would sincerely advise every dealer in good standing to attend this meeting and meet his neighbors and shake hands with them and become better acquainted; also listen to the good things which are to be provided in the program. There is a necessity for a national organization. It has been a necessity in the past, and it will prove more of a necessity in the future. Some concerted action on the part of the retail dealers is necessary, in order to take care of the troubles which are experienced every day.

We do not believe any agreement as a basis for a uniform scale of prices will ever be established, but you can talk it over and see how the other fellow feels, and in that way become better contented yourself with your lot.

Do not forget the days and the date. You will never regret it.

WORK FOR THE NATIONAL ASSOCIATION OF GRANITE MANUFACTURERS.

In the past we have written editorials regarding the condition of the granite industry in its relation to the granite cutters and the possibility of trouble in the future, but we believe that we are right, and therefore do not hesitate to repeat. We should like to know what has become of the original plans of the National Association of Granite Manufacturers to deal with the labor situation. We believe this organization was formed for the purpose of taking care of labor troubles in the future. To be sure, its secretary has had occasion, we believe twice, to meet in consultation and to help straighten out labor troubles. This is all very well in its way, but this could be done without the national organization. It is a very small part of the work that a national organization should do. It is only the starting-point, but we see no indications that the National Association will get beyond the starting-point in bettering the condition of the manufacturers and giving them a chance to protect themselves in the case of labor troubles. It is a well-known fact in the past that the granite cutters have gained practically everything which they have asked for. There has been no stand made by the manufacturers to protect themselves from what would be considered unjust demands. We have heard talk to the effect that we cannot grant these demands; it would ruin our business; we cannot make our prices so as to allow for this increase which the granite cutters ask for; still these increases have been granted, and prices have apparently adjusted themselves, or by the manufacturer raising his price to take care of the increased wages it is necessary for him to pay to his employees. Up to the present time serious trouble has been, to a large extent, avoided, for which we can thank the good offices and judgment of the leaders of the Granite Cutters Union, for certainly they have discriminated and shown more than the usual good sense in giving away a little where it has been necessary to do so. As a rule, there has been no occasion for them to give way, for the manufacturers have come to time as far as the demands of the cutters were concerned, and therefore there is no occasion for trouble, and we hope that there never will be; but we are of the opinion that some time in the future the demands of the cutters will be such that it will be impossible to grant them, and then there will be trouble. As matters, as far as the cutters are concerned, are handled at the present time, the bills expire at various places at various times, so that the cutter is never out of work, for he can go from one place to another, if he has the price of railroad fare in his pocket, avoid-

ing those localities where there are labor troubles and leaving behind him the married man, with the family, who is obliged, for various reasons, to stay at home in the trouble zone and live on his dollar a day. These are comparatively few in number, and therefore their voices are not very strong when it comes to the matter of a vote. We are pointing out this matter to the manufacturers, that they may see their own danger, if they do not see it now, so that some remedy may be prescribed, not in the future, when trouble comes, but now, when everything is apparently calm and serene. It is not pleasant to say, "We told you so," and we hope never to have occasion to use the words when some time in the future there are serious labor troubles.



BUSINESS CONDITIONS.

The writer, during the present month, has been personally in contact with the majority of the manufacturers, both marble and granite; also, to some extent, in close touch with the retail monumental dealer; but largely our information has been gathered from the manufacturer, and it is our opinion, from this experience, that business conditions, as far as the granite and marble business are concerned, pertaining to the monumental industry, is in an excellent condition, although there are some idle men in the Vermont quarrying centers at this writing, June 20. Yet this is largely the result of a let-up in business after Decoration Day work has been disposed of. Then again, the large building contracts which have been under headway (we refer to those which call for granite) have been, to a large extent, cleaned up, and the most recent contract, placed for the Wisconsin state capitol building, had not been started at the time of our visit.

These conditions have made a surplus of granite cutters, which surplus we expect will be used as the season advances, both for the purpose of finishing contracts already on hand and to cut the granite work for new contracts not yet placed and hanging fire for one reason or another, for there is plenty of work in prospect. Without exception, the large marble concerns report a good past business, and the future outlook very good. In fact, there seems to be nothing in the atmosphere in the business world to prevent business being equally as good in the coming year as in the past, which was a record breaker.

There is one feature which has entered into the situation in Vermont which was very discouraging to the manufacturer during the past year, and which caused considerable delay and other difficulties; namely, lack of cars for transportation of the granite work. Reports from the manufacturers lead us to believe that this difficulty has been entirely overcome, and that they are receiving cars very promptly at the present time, and this condition of things bids fair to continue. Those who have followed the trade papers in the past, and from their own experience, will realize that with this difficulty taken care of, it solves a very serious problem.

Taking it all and all, the only weak spot in the business world at the present time seems to be Wall Street, and probably for reasons stocks will not be allowed to rise above certain points, or rather present points,

for some time to come. And the reason for this should be plainly evident to every one who has read the daily papers and kept in touch with the political situation. But we know no reason why Wall Street should affect the business world, yet it does to a certain extent. Every year brings forth new situations from a commercial standpoint. The Western farmers meet different conditions than in the past, and half crops would have no special terror for them, for, to a large extent, they are lenders of money where they have been borrowers in the past. It is not necessary to market their products at ruinous prices, and so they can hold on to them until prices will warrant them in selling.

It is also true that the past years have brought out changes in the financial situation in many quarters. Those who in the past have been financially hard pressed are no longer borrowers. In fact, personally we see nothing in the air at the present time which will materially affect the business situation for some time to come.

Since writing the above, we have had occasion to interview a number of business men, among whom were, in succession, a bank president, a railroad president and a wool dealer. The conversation in each case naturally turned to business conditions, present and future. What struck us forcibly was that the opening remarks from the three were almost identical, and almost in identical words; namely, that there was some great calamity of the business world pending in the near future, but not one of them placed this calamity inside of two years, and not one of them was exactly clear in his mind as to what would bring it forth. They one and all acknowledged the fact that, for the present at least, business houses were well supplied with orders, in some cases for at least a year in advance. We refer to such industries as the manufacture of cotton, steel and its products, engines, cars used for transportation of both freight and passengers, and, in fact, to any manufacturer who handles a line of goods largely consumed, is, as a rule, well fixed for orders well into the future. Bringing these facts before the three gentlemen above referred to did not seem to influence them at all; they were well acquainted with the conditions. They were also well acquainted with the fact that the average manufacturer has been making a good profit during the past few years, and that the farmers have not had, as a rule, to borrow money at exorbitant rates to carry them through the lean times. Yet the fact still remained with them that there have been calamities in the past, and there were likely to be calamities in the future, which is all very true. They also spoke of a curtailment in a business way, but could cite no instance where curtailment had commenced. If the manufacturer is loaded with orders for at least a year ahead, why should he curtail? He cannot; he is bound to keep pace with the demand, and increase his manufacturing plant as far as possible to fill his orders. Candidly, we feel that a few men talking trouble in the future will have a good effect. Personally, we do not see anything in sight to indicate any decided calamity in the business world. Notwithstanding this, it is well for one to keep within his means, that he may not be found short if trouble should come.

(Continued on page 15).

Père Lachaise.

A Visit to the Most Famous Cemetery of the Modern World.

BY JAMES MCADAM.

It was midsummer when we visited Paris, and the "Gay City" was arrayed in all its beauty and splendor. The weather was excessively warm, but this was not allowed in any way to interfere with our object of seeing the sights of the beautiful capital of France.

And what a grand field for the sightseer Paris presents! To one well up in French history its streets, squares, palaces, prisons, churches and monuments teem with historic association, and it takes no great effort of fancy to again people these places with the famous men and women who once sojourned there, and made history in their time.

Following out a prearranged plan, every day was devoted to some special part of the city, and accordingly one fine Saturday we set out to visit Père Lachaise, which lies about three miles out in the eastern section of Paris.

From our hotel an omnibus landed us nearby the celebrated "Column of July," which marks the spot where once the Bastille stood. Proceeding then on foot, we passed along Rue-de-la-Roquette to its eastern extremity, just beyond which, situated on the Boulevard de Menilmontant, is the main gateway of the world-famed cemetery of Père Lachaise.

In speaking of this place I do not intend to attempt any elaborate description, but simply record my own impressions of what was to me of absorbing interest.

I have seen many noted cemeteries, but not one which impressed me as did this one, where one can stand beside all that was mortal of so many of the world's famous personages.

Some time has passed since my visit, but the scene is as fresh before me now as it was then,—the glorious summer day and the beautiful scenery; the almost perfect stillness which reigned in some parts of the grounds, when it seemed as if one could hold communion with the spirits of the dead! Then, as one fell into a reverie inspired by the occasion, the stillness would be broken by a crowd of gaily dressed tourists, laughing and chatting as they tripped along, following an interpreter from one place to another.

Every now and again the group would range themselves before some notable monument, while the voluble gentleman with the gilt-trimmed cap delivered his stereotyped, and not always very accurate, story, in indifferent English or eloquent French. All these things combined to make a scene unique in its way, and not readily forgotten.

Just one word here might be advisable as to the magnitude and early history of the cemetery.

The ground occupied by Père Lachaise was at one time a garden belonging to the order of the Jesuits, and extends to one hundred and ten acres. It was laid out in 1804, and since then has served at least twice as a battlefield as well as a burying ground. In 1814, when the allies attacked Paris, Père Lachaise and the neighboring heights were stormed by the Russians; and in 1871 the communists made their last stand among the tombs, when nine hundred of them were killed, and forthwith hustled into two separate graves among quicklime!

This vast city of the dead is divided into wide parallel avenues, with lateral ones and narrow paths or "ways" diverging from them, and with a plan of the grounds it is quite easy to get around without the aid of any of these chatterboxes, called guides. Especially is this so, as most of the paths have names which signify to where they lead.

Passing up the main avenue and looking around on either side, the first thing which impressed myself was the altogether different appearance of this great cemetery from any other I had ever seen. The fact that most of the memorials are in the form of elaborate temples, chapels, altars, tombs and such like gives the place an aspect wholly unlike the typical American or British cemetery. Viewed from one of the heights, Père Lachaise impressed me as resembling a vast show-yard full of exquisite examples of the sculptor's art, upon which time and the elements had set their mark. Most of the memorials are manufactured from light-colored soft stone or marble, either of which is very susceptible to the effects of the



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THE LABOR UNION.

weather, and has not the same hard, clean appearance which is characteristic of first-class granite.

After being around the cemetery awhile, however, one forgets to be critical, in the engrossing interest

excited by reading one after another the innumerable illustrious names of the dead. Among the 16,000 to 20,000 memorials are to be found inscribed the names of nearly all the great men and women of France who flourished in the nineteenth century. Whether walking along the broad avenues, or threading your way among the countless paths, you are continually coming upon names familiar in history or famous in some sphere of human activity.

Here lie many of Napoleon's marshals; Falma, the great actor; Rachel, the celebrated tragic actress; Cherubini and Chopin, the musical composers; Moliere, La Fontaine and Alfred de Musset, the well-known literary men and poets; Sir Sidney Smith, the British admiral; Felix Faure, the late President, and a host of others almost equally well known in the realms of science, art, literature, politics and war.

"Well they sleep, after life's fitful fever."

Standing prominently in what is called the *Grand Rond* is the exceedingly fine monument of Casimir Perier, the well-known statesman and financier. It is one of the first which attracts the visitor's eye upon entering the cemetery, and among the last at which he looks on leaving.

Another monument which commands much attention is one designed to show part of a prison with a barred window. Near the window is a marble angel looking through the bars at the occupant of the cell. This memorial illustrates the sentimental side of the French character, as will be seen from the story associated with the prison and angel, which is something like the following: A prominent communist while imprisoned in Paris heard that his wife was dangerously ill and wished to see him before she died. He entreated the authorities to allow him to go, but the request was denied. Upon the night that the lady died, however, the husband saw her in vision at the window of his cell, thus meeting him in spirit, despite officials and prison bars.

Not far from the main gateway of Père Lachaise stands the famous monument and tomb of Heloisa and

Abelard. This beautiful and interesting memorial consists of a chapel formed out of the ruins of the "Paraclete," a monastery which was founded by Peter Abelard about A.D. 1122, and of which Heloisa was abbess for fully a quarter of a century.

The following description is by Bartlett, and gives a good idea of this magnificent specimen of the sculptor's art:

"The chapel is 14 feet long x 11 feet wide x 70 feet high. A pinnacle rises out of the roof in a cruciform shape, and four smaller ones finely sculptured stand between the gables. Fourteen columns, six feet high, support beautiful arches, and flowers are carved all round the cornices. The gables of the four parts have trifoliate windows and are exquisitely decorated with figures, roses and medallions of Heloisa and Abelard. In the chapel is the tomb built for Abelard by Peter the Venerable, at the Priory of St. Marcel. He is represented as in a reclining position, with Heloisa at his side."

This memorial is enclosed by an iron fence, upon the tapering points of which visitors of a sentimental



Bela L. Pratt, Sr.

GEN. T. G. STEVENSON, IN THE STATE HOUSE, BOSTON.



Bela L. Pratt, Sr.

FIRST OF THE LIFE-SIZED FIGURE TO BE ERECTED BY THE STATE OF CONNECTICUT ON THE SITE OF THE ANDERSONVILLE PRISON, ANDERSONVILLE, GA.

turn stick their cards. I looked over two or three dozen of these things and found that the owners hailed from all parts of the civilized globe. The tomb is always adorned with flowers and immortelles, thus bearing silent but eloquent testimony to the interest which is even yet aroused by the story of these notable unfortunates of a long bygone age.

The visitor is much tempted to linger by some of these tombs, musing upon the strange histories and ultimate fate of the silent sleepers within; but amid so much that is interesting time passes quickly, and soon a voice is heard in the distance calling, "*Fermez*

la porte," which warns us to make for the exits, as visiting time is up and the gates are about to be closed.

As we leave the cemetery behind with its multitude of those who were once eminent and celebrated, now

hours. Yet they have been granted, and, as a rule, in full; and we do not know that the manufacturers have suffered thereby. We see no difference in the conditions of the granite industry. Perhaps in many cases the profits are a little less, but if it were not for the wages paid to granite cutters being regulated, there really would be no basis upon which to start to figure the cost of granite work. The cost of the granite from the quarries is largely a matter of demand for the quarry product. For instance, in a recent visit to one prominent quarry center, we found that the price of granite varied from forty cents to seventy-five cents a cubic foot, and these prices made by quarries producing about the same grade of stock. The seventy-five-cent man was a man who believed in securing a profit. The forty-cent price came from a concern who had already failed twice. Of course, the wages for the work of the granite cutter will vary according to the conditions of the granite industry, but, personally, in sixteen years' experience in the business, we have not seen a time when during the busy season, which lasts at least nine months in the year, when all available granite cutters were not employed.

We have pointed out in past issues the danger in the future of not increasing the supply of granite cutters; also pointed out in this connection that the average manufacturer is not employing the number of



Bela L. Pratt, Sc.

FOUNTAIN OF YOUTH. EXHIBITED AT THE ST. LOUIS EXHIBITION, RECEIVING A GOLD AND SILVER MEDAL.

"lying in cold obstruction," we feel that we understand more fully than ever the truth which the poet proclaimed when he sang:

"Oh! why should the spirit of mortal be proud?"



Editorials.

(Continued from page 12.)

LABOR QUESTION.

At a recent meeting of the National Association of Manufacturers, which includes among its members the leading manufacturers in the United States of all classes of goods, it was proposed to raise a large fund, and if our memory serves us right, amounting to two million dollars, for the purpose of protection in the case of labor troubles.

We do not know of a business that requires protection more than the granite industry, yet we did not see among the members of the National Manufacturers Association one representative of one of the largest industries in the United States. It is not among the impossibilities—in fact, it is more than possible—that some time in the future the demands of the granite cutters will be such that it will be impossible to grant them. We know in the past, when demands have been made, that this statement is always forthcoming, that it is impossible to grant the demands of the cutters for increased wages and less working



Bela L. Pratt, Sc.

FIGURE FOR A FOUNTAIN.

apprentices that he is entitled to, and that there are reasons therefor. If the manufacturer does not care to employ apprentices, why not have a school for this purpose? This school could be provided with a fund by contributions from the granite manufacturers, and it would be money well invested. Personally, we do not hope ever to see it; but if those connected with the industry want to see the business prosper in the future, this course is necessary. We do not believe that the granite workers would oppose such a school;

in fact, we believe that they would welcome it. It would serve the purpose of turning out a high grade of granite cutters, of which there is a very decided need. This is one purpose to which a fund could be applied, and another purpose is, as we stated at the beginning of this editorial, to take care of the business in case of trouble. Without question, the National Association of Granite Cutters is wisely ruled. Mr. Duncan, the recently reelected secretary, has shown his ability and deserves his reelection. If it were possible for the granite manufacturers to combine and to be as wisely ruled as the National Association of Granite Cutters, and work each for one and one for all, the future of the business would be assured. As we have pointed out in the past, it is human nature for one to secure all that he possibly can in the way

in this from our standpoint, but there will be very little satisfaction for those connected with the manufacturing end of the industry. We believe thoroughly in the saying, "In the time of peace prepare for war."

Clockmaker Sculptor.

Charles Haag, a Swedish immigrant sculptor, who models statues and supports himself by making clocks in Ridgefield, N. J., has recently added two or three powerful groups to the collection which still waits unappreciated in his studio, but which will make him famous some day.

"The Labor Union," illustrated on page 13, shows three strong figures: an elderly man, a younger one and a stripling, standing close together, their outstretched right arms clasping the handle of a mallet which stands heavily on the ground. All this sounds simple enough, but no description can convey the stern passion of these figures nor the sculptor's originality of style.

Mr. Haag, having something new to say about the purpose and force, the ignorance and aspiration, the dull blind passionate hope of those who do the world's work and bear the world's burdens, has unconsciously developed a manner of his own for the expression of his ideas.

That the manner, though at times exaggerated, is truly sculptural, the rhythm of parallel lines and carefully disposed masses in this group shows. And the sculptor's sincerity of motive is shown by his uncompromising truth. He takes his laboring men and women exactly as they are, never prettifying their massive figures, their rough and awkward garments, their stolid faces, whose only beauty is the slow courage and unflinching dream in them.

And out of these most difficult materials he achieves a stern beauty, beauty both artistic and spiritual, the one being the spontaneous expression of the other.

Another group, "The Emigrants," gives us another act of the mending human tragedy, a chapter which goes on always at our ports in the bowed and burdened figures, the onward march, the dread, the pitiful hope. It is another version of the story of labor which Millet tells in "The Sower" and the "Man with the Hoe," but no one yet has told the tale so uncompromisingly in sculpture.—*Exchange*.

Chislea.

Three marble and granite journals in Chicago, a thousand miles from the quarries, to one in Boston, almost within their shadow. Our Eastern contemporary will have to get busy and hunt up some company or move westward.—*Monumental News*.

We are always doing a Little Hunt(ing) all by our lonesome with some degree of success without assistance, but would welcome as a near neighbor our Western friend, but suppose that he would Haight to leave Chicago.



Berta L. Pratt, Sc.

WONDER OF LIGHTNING, AT THE ST. LOUIS EXHIBITION.

of wages and the lessening of the hours of labor therefor. This increase in the cost of monumental work has been taken care of in the past, but there is a time coming, although we trust it may be delayed for years, when it will be impossible for the granite manufacturers to grant the demands of the cutters, and at that time it will be well for the granite industry and the continuation of the same to have an anchor to windward, in the way of a fund to take care of expense in connection therewith. The larger the fund, the safer the position of all those connected with the manufacturing end of the business. Personally, we believe it is a necessity. We do not ever expect to see a fund raised for this purpose, but we wish to be in a position in the future, when the time comes, to say, "We told you so." There will be a satisfaction

First Annual Convention of the National Retail Monument Dealers Association.

The first annual convention of the National Retail Monument Dealers Association will be held at the Victoria Hotel, Chicago, Tuesday, Wednesday, Thursday, Aug. 13, 14, 15, 1907.

PROVISIONAL PROGRAM.

TUESDAY, 9:30 A.M.

CALL TO ORDER.

REPORTS: Executive Committee and Secretary.

MISCELLANEOUS BUSINESS.

PAPERS AND DISCUSSIONS:

1. What the Monument Trade Needs Most, and How to Get It.
Local Coöperation.
State Associations.
2. Liens on Monumental Work.

(c) Efficient Help. How to Get and Keep It.

2. Our Grievances with the Railroads; Unjust Classification; Rates; Cars; Demurrage; Inspection.

3. The Evils of Unfair Competition.
Business: Nomination of Officers.

AFTERNOON, 2 P.M.

Report of Treasurer; Reports of Committees; Election of Officers; Choice of Place of Meeting for 1908.

No session in the evening.

THURSDAY.

The third day session will be held on one of the lake steamers on an excursion to Milwaukee.



John L. Pratt, Sc.

FIGURE OF JOHN COTTON, FIRST PASTOR OF THE FIRST UNITARIAN CHURCH, BOSTON.

3. Mail Order or Catalogue House Competition, and How to Meet It.

No session in the afternoon.

8 P.M.

PAPERS AND DISCUSSIONS:

1. What the National Retail Monument Dealers Association Hopes to Accomplish.
2. Paper: A New England Retailer's Analysis of Trade Conditions.
3. Subjects Suggested for Discussion at the Meeting.

WEDNESDAY, 9:30 A.M.

PAPERS AND DISCUSSIONS:

1. Helps for Small Dealers:
 - (a) Machinery. Does It Pay?
 - (b) Side Lines, and What Can Be Handled to Best Advantage.
 - (c) Advertising. How, When and Where?
 - (d) Agents. Do They Pay?

RAILROAD ARRANGEMENTS.

Owing to the agitation of the two-cent rate of fare, the passenger associations have declined to make any special rates. If the two-cent rate goes into effect, the fare will be equivalent to a rate of one and one-third fare for the round trip. In case this rate does not go into effect and it is possible to obtain special rates, due notice will be given.

HOTEL ACCOMMODATION.

The Victoria Hotel, the convention headquarters, is pleasantly situated at the corner of Michigan Avenue and Van Buren Street, overlooking the Lake Front Park. Rates on European plan, \$1.00 per day and upward. Rooms with bath, \$2.00 per day and upward.

DIVERSION.

There will be but one afternoon and one evening session, which will leave ample time for sightseeing, and the third day will be pleasantly spent on one of the large lake steamers plying between Chicago and Milwaukee.

THE OBJECT OF THE ASSOCIATION.

The object of the National Retail Monument Dealers Association is to advance the best interests of the trade. All legitimate dealers will be heartily welcome at the convention, whether they are members of the National Association or not.

OFFICERS FOR 1906-07.

T. M. AVERY, *President*, Chicago, Ill.
 F. M. SCHLIMGEN, *Vice-President*, Madison, Wis.
 G. N. DEMERELL, *Secretary*, Lansing, Mich.
 T. F. GAEBLER, *Treasurer*, Rockville, Ind.

EXECUTIVE COMMITTEE.

H. TRIEBEL, Peoria, Ill.
 F. D. BLACK, Grand Rapids, Mich.
 E. H. PRIOR, Postville, Ia.

Meeting of the Wisconsin Retail Dealers Association.

We are in receipt of a letter from Anton M. Lohr, president of the Wisconsin Retail Granite and Marble Dealers Association, in which he states as follows: "As we are approaching nearer to our summer convention, which takes place the first part of August at Appleton, Wis., it behooves me to call attention, through our trade papers, to this fact and kindly ask all dealers and brothers to reward the work of the committee by a good attendance. I also wish to kindly appeal to the ladies to honor us with their presence and not deceive us as at the Milwaukee meeting. I can say that the committee is now at work in an endeavor to bring forth an interesting program. Henry Hegner, who is the chairman of the committee, is sparing no labor to give us all a good, jolly time."

Trade News.

Edward Tripple, Eastern representative of the Thos. H. Dallett Company, Philadelphia, pneumatic tools, states that the season has been a very busy one for him, and he has been successful in placing a number of orders for both the senior and junior surfacing machines; also that the improved plug drill, which the concern brought out this season, has been very successful. Two orders recently placed for surfacing machines include Mutch & Calder Granite Company, Barre, Vt., and the American Granite Company, Montpelier. These machines were sold in competition with other machines, and entirely upon their merit.

The Empire City Marble Company of New York has installed two Northern three-motor electric traveling cranes, furnished by the Northern Engineering Works, Detroit, Mich.



We illustrate on another page, in the advertisement of Falconer & Co., a sheet of granite in their quarry which is decidedly out of the ordinary for Quincy granite. It will be remembered from past items that Alexander Falconer, who composed the firm of Falconer & Co., acquired a short time since, from the so-called syndicate, the quarry formerly operated by MacKenzie & Patterson, which was one of the many quarries acquired by the syndicate at the time it was formed. This quarry has been equipped by Falconer & Co. with an air compressor capable of delivering over four hundred cubic feet free air per minute, plug



THE CUTTING PLANT OF MAGUIRE & O'HERON, EAST MILTON, MASS., NEAR QUINCY, ONE OF THREE MODERN PLANTS IN QUINCY AND VICINITY.

drills and other necessary machinery to place the quarry in a first-class condition from the standpoint of power. The quarry itself has been known as a big producer of extra dark stock, but the production had fallen off somewhat previous to the syndicate taking hold of it, on account of lack of the necessary equipment, push and development. The granite is there, as is shown in the illustration. This is the top sheet in one corner of the quarry, the sheets below it showing, as one manufacturer remarked, the more like Barre than Quincy granite. Mr. Johnson, the foreman, is one of the best-known quarrymen in Quincy and can be depended on to produce the granite if there is any in sight.

If we could only have a few weeks of seasonable weather, then business would brace up. Thus spoke a well-known manufacturer. The weather the past month has been beastly. It has set the season back; not only the granite business, but every other business as well. No one feels like getting out and hustling, and would-be customers do not feel in the mood, especially the monumental mood, when they are still wearing winter garments and the wind is cold and cutting from the east. Yet, for all this, business cannot be said to be dull. All of the manufacturers seen this month report that they are fairly busy. They

have fully recovered from the Memorial Day rush and have now settled down to the season's business.

It is plainly evident from the article given above that it was written early in the month of June, but we did not receive the items until June 24. The day we received them the thermometer stood somewhere in the 90's, and if warm and seasonable weather has anything to do with the increase in the granite business, it certainly is with us at this time, and according to the weather prophet intends to stay a few days longer.—Ed.

While there is considerable work in Quincy at the present time, there are no jobs that call for particular mention. Some of the jobs are of good size, largely



ENTRANCE TO THE QUARRY OF T. F. MANNEK. POWER PLANT ON THE RIGHT. DERRICKS SHOWN ARE ON THE QUARRY.

of the sarcophagi design, calling for considerable polished work. This is particularly true as far as monuments being cut of Quincy stock. At the quarries they are rushing the orders for monumental and building purposes, giving them all they can handle. So that, taken as a whole, business can be said to be fully up to what it was a year ago, and the indications are that for the year better business will be done than last year, which was the banner year for some time.

Alexander Falconer has been over to New York this month looking after business, and he found it. He returned to Quincy with some good orders stowed away in his inside pocket.

Returns from the two shipping terminals for the month of May show that the total amount of rough and finished granite shipped that month amounted to 15,268,459 pounds, an increase of 3,000,000 pounds over the previous month. Of the amount shipped in May, 8,216,010 pounds were forwarded from West Quincy and 7,052,449 pounds from Quincy Adams. Up to date this month the shipments have exceeded those of May, so that the indications are that June will be the banner month of the year.

Long & Saunders have recently purchased a quarry at Freeport, Me., and they are making arrangements

to operate it. The quarry produces a fine grain light granite.

Hughes & Johnson, when called upon, were found to be very busy. They report having a large amount of work on hand at the present time. It is not all small work, for considerable of it is above the ordinary size. One of their new orders calls for a cottage monument to be surmounted by a carved and draped urn. The bottom base is 5 x 5, and the total height is 14 feet. The second base, die and cap are to be polished. Another order is for two Westerly sarcophagi jobs, upon which there is to be a large amount of carving, especially on the dies and caps. The bottom bases are to be about 6 x 4. In addition to this, they are showing a large amount of finished work in their yard that is about ready for shipment.



A PIECE OF EXTRA DARK, HOT FROM THE QUARRY OF J. S. SWINGLE.

The granite yards about the city have commenced their Saturday half holiday, which will continue through July and August. Many of the granite cutters are either expert baseball or football players, and the half holiday enables them to work harder than any other day in the week.

Kavanagh Brothers report that business continues to be good with them. Since my last letter they have shipped to Mt. Auburn a very handsome job with a 6 x 4 base standing 11 feet high. The die of the job was elaborately carved. They have also booked this



THE NEW OPENING IN THE QUARRY OF THE GRANITE RAILWAY CO., WEST QUINCY.

month, among their other orders, a very handsome job for Kentucky parties. The job is to be of white Westerly granite and is to be elaborately carved. It is of the sarcophagus design, the bottom base being 8 feet 6 inches x 5 feet 8 inches. In addition to this, they have a large amount of work on hand of the medium-size kind. Some of this work is very handsome. There is no question but what this firm turn out some of the handsomest Westerly jobs cut in Quincy.

Sullivan Slate Channelers



During the past ten years, the slate quarries of this country have adopted the Sullivan "Class VX" track channeler as a necessary factor in the reduction of quarrying expense, and of waste.

The cut shows a "VX" channeler in one of the large quarries at Pen Argyl, Pa., and illustrates the character of the wall, cut by this machine.

Quarrying methods in the Pennsylvania slate region are described in the May *MIKE AND QUARRY*. Send for a copy.

AIR COMPRESSORS

ROCK DRILLS

SULLIVAN MACHINERY COMPANY

Birmingham, Ala.
Butte
Claremont, N. H.

Denver
El Paso
Joplin, Mo.

Railway Exchange
CHICAGO, U. S. A.

Knoxville
New York
Pittsburg

Salt Lake
San Francisco
St. Louis

C. A. Swingle & Co. have shipped to California parties this month a very handsome all-polished sarcophagus job of extra dark Quincy stock. The base of the job was 6 feet 4 inches x 4 feet 2 inches. In addition to this, they have shipped a couple of carloads of finished stock to all parts of the West. As for new work, they have a good lot on hand, mostly of the medium-size kind. They find no lack of work, but say that collections are a little slow.

Many of the improvements at the quarry of J. S. Swingle, mentioned in a recent issue, are well under way. The large and powerful derrick has been raised, and work has been commenced on the new roadway that was mentioned. There are few men that possess the hustle that Mr. Swingle does, and the amount of work that he accomplishes is something remarkable. He is known far and wide as the dark Quincy man, for his quarry produces one of the best quality of dark stock, for which there is an ever-increasing demand.

The Columbia Granite Company report that business is a little quiet with them at the present time. They have, however, considerable work on hand, largely calling for dark Quincy stock. They have in their yard two very handsome red granite jobs that are about ready for shipment.

James F. Desmond has booked several orders for good-sized jobs this month. Some of these are to be cut of white Westerly, and some of extra dark Quincy stock. The bases average 5 feet 3 inches x 2 feet 3 inches. The handsome Westerly job that has been set up in his yard has been shipped to its destination.

Joseph Walker of the Aberdeen Granite Works has got over his holiday rush and has now settled down to steady business. He reports that he has a fair amount of work on hand calling for dark Quincy stock. He still experiences some difficulty in getting dark Quincy stock as fast as he would like. However, he says that he has but little reason for complaint.

Joss Brothers Company have booked several orders for good-sized Westerly jobs this month. They are to be finished fine hammered and will have considerable carving and ornamental work about the dies. They also have several good-sized dies in their mill being polished. They find it necessary to run their mill to its full capacity at all times to keep up with their own work and work being done for other firms.

Clark & Pierce have a good line of work on hand at the present time. They report that business is good with them, and that they have all the work that they

can handle at the present time, although they are turning away no orders that come their way. They are so equipped that they can turn out monuments of any size at short notice.

A. M. Dean & Co. report business as rushing with them at the present time. They have a large amount of work on hand and are looking new orders every day. Their plant is one of the most extensive in the city, and the quality of work turned out is excelled by none. While, as stated above, they have a large amount of work on hand, they had nothing that they cared to make special mention of. They have shipped a large amount of work during the past month, and specimens of it can be seen in cemeteries all over the country.

George Ruxton was found in his office digging away at a design for a handsome sarcophagus monument, getting it ready for the cutters to work upon. The weather he considered as the cause for the rather quiet condition of business at the present time, and believed that if there could only be a few weeks of seasonable weather, that business would take on a boom.

Birnie & Diack had their office visited by burglars June 9, and as a result are out several hundred stamps and a gross or more of blue pencils. The parties, who were evidently boys, got in by smashing a window. As for business, he says that it was never better with them. They have a good amount of orders on hand, all of the medium-size kind, although there were one or two that were in the large class. They were sarcophagus in design and were to be all polished. They were to be cut of extra dark Quincy stock.

Although Prout Brothers have not commenced active operations on their new plant as yet, they are getting things ready to start at an early date. The order for the new machinery has been placed, and it is expected to arrive early next month, when work on the new plant will be commenced. During the month of May they shipped eight carloads of finished stock to various parties, and at present have a carload all ready to ship to Texas parties, and, as they say, this is "going some." They have quite a few orders on hand at the present time.

Milne & Hector, while one of the youngest firms in the city, are among the busiest. They have a large amount of work on hand, both in Quincy as well as Westerly granite. Any granite that the customer desires is promptly furnished. Their work is of the best, and a special effort is made to please customers, whether the order is large or small.

D. E. Cameron has quite a lot of medium-sized work on hand, but nothing out of the ordinary run. He is employing his full complement of men. Some fine specimens of the work turned out can be seen in his yard, which presents a busy scene. Pneumatic surfacing and carving tools, while requiring less men, enable him to turn out a fine quality of work.

KAVANAGH BROS. CO.

QUINCY ADAMS, MASS.

...MAKERS OF...

Memorials

...FROM...

Westerly Granite

A Celtic cross is always desirable when well cut from Westerly Granite. Our illustration shows what we can do in this class of memorials.



W. T. Spargo says that the demand for his pink and red Westerly granite is on the increase. Some very fine work cut in this granite can be seen at their plant at South Quincy. They have quite a bunch of orders on hand of the medium-size kind, and report that they are fully as busy now as at any time this year. They anticipate a rattling good year's business.

McDonnell Brothers are making some necessary repairs to their office at their cutting plant on Water Street. They report business as being about the same as last month. There is some little new business moving, but nothing alarming. They have billed quite a few orders for medium-size work.

Agent Driscoll of the Merry Mount Granite Company says that, while they continue to be very busy at their quarry, business at the cutting plant is not quite as brisk as they would like to see it. They are running their full force of help, however, as they have been all the season. They have quite a lot of medium-sized work on hand at the present time, but nothing of which they care to make special mention.

McGillivray & Jones report business as being a little quiet. They have some orders on hand, but nothing at all large. They are, however, finishing up a large mausoleum job on which they have been at work for several months. The job is of pink stock, finely cut and polished, and when set up will be very handsome.

The Quincy Column Turning Company have recently shipped to Lowell parties a very handsome turned job of extra dark Quincy stock. The job, which is round, consists of a base and polished ball. The base was 5 feet in diameter, and the ball was 5 feet 4 inches in diameter. Very few jobs of this kind have been gotten out in Quincy of late, and it attracted considerable attention. The customer for whom it was cut and polished was very much pleased with it.

Forbes, Craig & Co. have been busy shipping of late, and have succeeded in clearing a breathing space about their derrick, so that it can be seen. Mr. Craig says that at present business is a little quiet, although he looks for an improvement just as anything like seasonable weather arrives. As a whole, the season thus far has been exceptionally good with him.

Luther S. Anderson of the Granite Railway Company says that his firm is unusually busy at the present time in their quarries, where orders are coming in faster than they can be filled, so that at all times they have considerable work ahead. Their stock is extensively used for building purposes as well as for monuments. In their cutting department Mr. Anderson says that they are quite busy, although they have nothing very alarming on hand at the present time, just ordinary run of work.

Deacon Brothers report that they are quite busy at the present time, having been successful in booking

a number of orders for good-sized jobs. Among these is an all-polished sarcophagus job of dark Quincy stock. The bottom base is 10 feet 6 inches x 6 feet 6 inches, and the second base 8 x 5. They also have several orders for good-sized Westerly granite jobs, besides a lot of smaller work. At their polishing mill they are very busy, having all that they can handle.

E. E. Morgan has been in Barre, Vt., this month, placing orders for a number of monumental jobs.

We were very much impressed recently, on a visit to the plant of Kavanagh Brothers Company, by the neat and orderly appearance of the yard. The fine waste from the shed has been used to cover the ground between the shed and the office, and presents a very even and hard surface. It is not customary for the average granite manufacturer to give much attention to his surroundings, perhaps for the lack of time, and perhaps from lack of inclination, or both. Personally, we do not believe that it is absolutely necessary for the surroundings of a granite shed to look as though everything was going to pieces. Of course we do not suggest that flower gardens be planted around the shed, but certainly a little attention in the way of the discriminate use of cutting-shed waste, as shown by the Kavanagh Brothers Company, would improve conditions wonderfully. This in itself should be a recommendation to a customer, who is used to good things himself, and the grounds of the cutting plant taken care of in this way will stand out in contrast to those of other places, and would, without question, favorably impress customers.

We recently had occasion to visit the quarries of the Granite Railway Company at West Quincy. As noted in previous editions, this company has been developing a new section of their property. This section has been under development for the past two years and already is producing a very high grade of monumental stone. It is situated in the extra dark belt and bids fair to be one of the big producers. Mr. L. S. Anderson, the manager, made a statement to the writer which, to those familiar with the development of Quincy quarries, will sound a little exaggerated, but nevertheless it is true, that in opening this new section of their quarry it has paid from the start; that is, it has not been an expense. It is common in developing a quarry of Quincy granite to sink considerable money before it reaches that stage of development where good stone is produced. In fact, some of the leading Quincy quarries to-day took two generations to develop. At the time of our recent visit they were just setting off a blast, to remove surface stone. This stone was located on the north side of the quarry, and consisted of a large section, which projected into the main quarry. Five holes fifteen feet deep had been made, in which was placed a keg and a quarter of powder. This gave sufficient force to open up the seams, and not enough to blow the stone to pieces. Another section of the quarry property of this company shows a large bluff of solid granite being removed.

There is in use at one of the Granite Railway companies a novelty in the way of a wheel for turning the derrick, or rather a novelty in the way of fastening it to the derrick. It is customary to bolt the wheel to the derrick, thereby weakening the mast by boring holes through it for the purpose of securing the wheel by bolts. In this case framework has been built up and no bolts are used to come in contact with the mast. The wheel itself is also made of wood, with the exception of the rim, for the reason that, if any part of the wheel is broken through accident, it can be readily replaced, and not the whole wheel have to be replaced, as in the case of those made of cast iron.

The J. S. Swingle quarry shows the usual amount of hustle and attention. At one end of the quarry, when the writer recently visited it, was a large block of granite which it would take at least one year to remove. Mr. Swingle is making preparations to uncover the western section of the quarry. With this idea in view, a \$15,000 equipment is in the course of installation. It is also Mr. Swingle's intention to equip and develop the Berry quarry, a recent purchase, which we have noted in recent issues of our publication.



The Wetmore & Morse Granite Company some two months ago had an accident at their quarry, which delayed shipments for some little time, this being the caving in of one of the piers which supported the branch line of the quarry road which lead in through the quarry. This accident was brought about by poor construction, and long before this has been entirely repaired. Shipment for the month of May of rough stone was fifty-nine cars.

Patch & Co. state that they have more business the past year than ever before. They have added a new plug drill and other machinery to their quarry, and the future outlook is very bright. Clarence Whittier, a member of the firm, at this writing, June 15, is making an extended trip in the interests of the company.

Mutch & Calder Granite Company state that their plant is in full running order, and new machinery recently installed has proved very satisfactory.

E. L. Smith & Co. report an excellent business. They have recently equipped one of their large derricks with electric power. This is the first installation of electric power in connection with one of the large boom derricks, and the outcome will be noted with interest.

The business formerly conducted under the firm name of Appiani, Frerrari & Fraguelli has been dissolved, Frerrari having retired, and the business is now conducted under the name of Appiani & Fraguelli. This firm, although one of the recent starters, is amply able to take care of any contract which may be placed with them for granite work with special reference to carved work. Both members of the firm are first-class carvers, and we recommend them to the attention of the trade.

E. C. Glysson, who was formerly in business for himself, and for the past two years has been handling the business of Wells, Lamson & Co., has again started in business. He is employing two gangs of cutters and operating two polishing wheels. Mr. Glysson has long been identified with the granite industry, and in his present quarters is amply able to handle any contract placed with him.

In a previous issue of our publication we stated that the Rockefeller mausoleum had been let to Jones Brothers Company. We understand that this is a mistake, and they have not secured it. Our correspondent, our source of information, was incorrect. We also understand at this time of writing, June 10, that the contract has not been let.

Chas. R. Scott & Co., whom we recently noted as having purchased the plant formerly occupied by Wells, Lamson & Co., are now in full possession and making many necessary improvements.

Jones Brothers Company report sales way ahead of last year and, in fact, of any previous year. No special large contracts on hand at the time of our visit, but the outlook was good. They were finishing the Judge Gary tomb, which is to be erected at Wheaton, Ill.

Giudici Brothers & Co. are employing two gangs of men and report business very fair.

Smith, Whitcomb & Cook, manufacturers of polishing wheels, booms and overhead derricks, report an excellent business, and the future outlook good.

From the manufacturers at Barre comes the very welcome news that the car troubles are practically all over, that they are receiving cars promptly, and consequently making prompt shipments. From the railroad sources comes the same pleasant news, and it would actually seem that the car troubles are all over. Business in general seems to be in a very fair condition. There are those who complain of lack of work, and there are also those who have more than enough, so the business will average up very fair. There have been a few changes in the quarries recently, which we may have more to say about later. There does not seem to be any question as to the future outlook of Barre's granite industry. It is based upon a solid foundation, and it is our earnest belief that nothing in the way of competition will destroy its future. Once in a while there are some wild-cat schemes inaugurated by some irresponsible parties which enter into it and for the time being usually create some excite-

ment, but invariably the gas-bag is punctured and the balloon collapses, and such has been the effect upon a very recent scheme.

The business formerly conducted in the name of Z. Macchi has been changed to Z. Macchi Company. Frank Brogginni has been admitted as a partner. Mr. Brogginni is an expert carver and a valuable addition to this business.

Edward Triple, traveling representative of the Thos. H. Dallett Company, Philadelphia, manufacturers of pneumatic tools, is making an extensive trip in this section in the interest of his company and reports a very satisfactory business.

Trow & Holden, manufacturers of stone-cutters tools, report their business twenty-five per cent ahead of any previous year; in fact, this concern deserves an increase in their business, as, without question, their plant exceeds in capacity and general thoroughness any plant devoted to this work.

Beck & Beck, at the time of our visit, had completed a contract for the building of a bank building in course of erection at Kane, Pa. This, in connection with their monumental work, is keeping them very busy.

Ryle & McCormick Company report in a general way that business has been very satisfactory during the past eighteen months. During that time many important contracts have been filled, which we have mentioned from time to time in these columns.

McDonald & Buchan, at the time of our visit, reported a shortage of rough stock, but plenty of cars to take care of their shipments.

James Sector & Co. are employing seventeen men and have plenty of good work on hand.

Barclay Brothers have recently installed electricity as power to operate their machinery. They used about 175 horse-power to operate their various machines used in the cutting and the handling of their granite, which consists of gang saws, polishing wheels, polishing lathe, overhead traveling derrick, etc. They recently installed ten motors from 2 to 50 horse-power each. These are so grouped to take care of all their machinery, and so arranged that a stoppage of any one of them will not interfere with the working of the rest of the machinery. All the changes have been made from steam to electricity with practically no loss of time. The plant was not shut down an hour, and all the men were kept at work. It can be understood that this was something of a problem, when to make the installation it was necessary to take down shafting and cut off one machine after machine from the steam power as the electricity was installed.

Eclat Granite Company are employing two gangs of men, with the business outlook good. We are sorry to report that A. A. Cady, a member of this firm, is sick with tuberculosis.

A. S. Jones is now located in new and larger quarters in a shed on the Burnhams Meadow. He is employing a gang of men and gives him a chance to take care of his increasing business.

Stevens & Denning are employing twelve men, all told, and are located in their new quarters, near their old location, which gives them considerable more room.

A. J. Ayres of Adrian, Mich., and R. J. Beck of Delmont, Pa., are recent visitors in this section, placing orders for monumental work.

One indication of a satisfactory business is generally plainly evident by the equipment and general appearance of the manufacturing concerns. In this connection we could not help noting the general appearance and equipment of the office of the Smith Brothers Granite Company. Everything was arranged in a businesslike way, clean and convenient. They have adopted a system of bookkeeping which gives the profits or losses during the month, which system it would be well for every manufacturer to adopt, rather than to wait until the end of the year to ascertain that they have lost or gained, so that the leaks can be stopped if advisable or necessary. They are employing twenty-five stone cutters, and among their contracts shown was a very handsome Celtic cross.

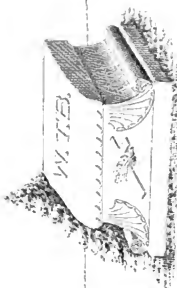
The Dewey Column Cutting Works at the time of our visit had a shed full of round work, and orders for as much more, which is in itself an evidence of a satisfactory business.

Farry & Jones have recently shipped a large vault, one of the first which they have cut, and they have had no complaint. They have become interested in what is known as the Empire quarry in connection with Cross Brothers of Northfield. This quarry produces a light granite and is under a high state of development.

Marr & Gordon at the time of our visit were shipping the Nolker vault, some of the largest stones of which are as follows: 2 gable stones 25 ft. 6 in. x 2 ft. 10 in. x 6 ft. 5 in. high, moulded 1 ft. 6 in. in depth; 2 gable stones 16 ft. 6 in. x 6 ft. 10 in. x 3 ft. 8 in.; 7 roof stones 19 ft. long x 3 ft. 2 in. each. Up to June 15 their shipments to carry the stone for this vault had taken ten cars, with at least five carloads yet to be shipped. The design of this vault shows a very handsome structure. Another contract calls for a canopy job, bottom base 19 ft. 6 in. x 14 ft. 10 in., canopy supported by 10 fluted columns 9 ft. 6 in. each. One of the stones forming the canopy is 16 ft. 5 in. x 11 ft. 9 in. A walk through their shed showed many of the stones of the above-mentioned mausoleum in the various conditions of completion, and it is always interesting to go through this plant, for there are always under hammer monuments of merit from the standpoint of carving and size.



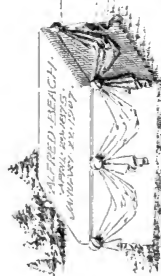
N



O



P



Q



R



S

"GRANITE, MARBLE AND BRONZE," JULY, 1907.

N	2	0x1	0x1	1
O	2	0x1	2x1	2
P	2	4x0	7x1	9
Q	2	8x0	10x1	3
R	2	6x3	0x1	3

PRICE:

Barre Granite	1 E
Westerly Granite	G V
Concord Granite	1 E
Troy White Granite	N E

W. A. LUTHEY & SONS





"GRANITE, MARBLE AND BRONZE," JULY, 1907

Base . . 7 x 7 Height . . 12 — 6

Erected in Elmwood Cemetery, Barre, Vt., for J. Henry Jackson, M.D., by E. A. Bugbee.
Modelled and carved by Novelli & Calcagni.

A Plan to Prevent Strikes and Loss of Time in Case of Labor Troubles.

One of the very serious matters which enters into commercial life is the fear of strikes and lockouts, which not only results in the loss of time by the strikers, but also the tying up and the loss of many important contracts. The following plan was prepared by subcommittees of the National Association of the Granite Industries of the United States and the Granite Cutters International Association of America at a meeting in Boston the week ending June 29, to prevent them in the granite business if possible, and it now goes to the two associations for ratification.

The complete text of the resolution, upon which the two associations will act, is as follows:

Resolved:

1. That nothing hereinafter contained shall be construed to supplant or annul adjustment clauses in agreements.

2. That this plan is not, by evasive or dilatory acts, to be made to apply to petty disputes which could be settled locally, and is to be used only when the ordinary local methods have failed, and when desired by both parties to the contention.

3. That it is the intent of this document that when disputes arise which can be settled through local adjustment committees, or as herein set forth, neither strike, lockout nor other suspensions of work shall occur pending efforts at settlement.

4. That when contentions arise in localities where agreements exist between members of the National Association of the Granite Cutters International Association of America, and where efforts as per the adjustment clauses of local agreements have failed, and where the parties to a dispute have voluntarily sought this plan of settlement, the dispute shall be referred to a joint council of three members of the executive officers of both associations, to which council all points of dispute shall be submitted, either in document form or by not more than three members, representing each of the two sides in dispute, or the joint council may, with said committees of three, for a board of conciliation, and the decision in either event shall be binding to both parties.

5. That local committees meet within a week after three months' notice of change of an agreement has been given, and points in dispute are not to be sent to the joint council before the 10th of the third month after notice of change, so that local parties shall make all possible effort at settlement before reference of a contention to the joint council.

6. That when either party to a contention believes the time has arrived to use this plan, said party shall notify its general secretary to that effect, who shall immediately notify the other secretary of the request, and who, in turn, unless he has been similarly notified, shall convey the request to the other party to the dispute, and when both parties favor this form of settlement, the secretaries at the earliest possible date shall arrange a joint meeting for that purpose.

This agreement to take effect on adoption and remain in effect for one year; if any change is desired, three months' notice to be given previous to the date of expiration by party desiring change; if no change is desired, it to remain in effect from year to year.

The Granite Cutters International Association of America: Thomas Johnston, Quincy; Alex. Cowe, Quincy; A. C. Smith, Quincy; James Duncan, Quincy.

The National Association of Granite Industries of the United States: C. Harry Rogers, Rockport, Mass.; Alfred O. Diack, Quincy; William S. Alexander, Barre; James Gourley, Westerly, R. I.

In announcing recently the result of the conference's deliberations, Secretary Duncan of the Granite Cutters Union said:

"At a meeting in Boston recently of subcommittees of the executive committee of the National Association of the Granite Industries of the United States and of the executive council of the Granite Cutters International Association of America, representing their respective associations, the following rules were drafted, with the object in view of encouraging settlements of contentions, new or old, in pacific manner, and of reducing strikes, lockouts or suspensions of work as nearly as possible to a minimum, and are herewith submitted to both associations for official action."



Among the Retail Dealers

NEW YORK CITY.—Henry Miller, an employee of Robert L. Fischer & Co., marble workers, at the foot of East One Hundred and Thirty-eighth Street and the East River, in the Supreme Court recovered a verdict against his employers for \$15,600 damages for personal injuries sustained by him. Miller was on a freight elevator, which fell two floors to the ground, smashing both his legs, and rendering him a cripple for life. The defendant corporation claimed that it was not liable, as the accident occurred while Miller was discharging his duties, and also that he was guilty of contributory negligence.

NORTH TOPEKA, KAN.—J. W. Mattern was injured in his shop recently by being struck on the head with a long marble column which he was trying to move. It fell over and struck Mr. Mattern on the head, entering a large gash. Dr. Stewart was called to sew up the wound, after which Mr. Mattern was taken to his home. No bones were broken, and it is thought that he will recover.

LEBANON, N. H.—P. F. Eisenbrown's Sons have received the contract to erect a large vault for the Spang estate at Lebanon.

BERKELEY, CALIF.—The Colton Marble Company are seeking a location for their plant at this place.

H. J. M. JONES, Pres.
JOHN E. SMITH, Treas.

ANGUS A. SMITH, Vice-Pres.
JOHN G. McLEOD, Supt.

WELLS-LAMSON QUARRY COMPANY

(Successors to Wells & Lamson Co.'s Light Quarry Interest)

BARRE, VERMONT

**We solicit the patronage of all Dealers
requiring a fine-grained Barre Granite.
We are now equipping our quarry with
a large Derrick hoist, Etc., which will
enable us to fill orders promptly.**

CUTS OF OUR QUARRY WILL APPEAR LATER

"THE PROOF OF THE PUDDING IS IN THE EATING"

Car shortage has troubled you greatly for several months. Do away with that irritator by sending your orders to us. Don't take our statement for it but try us and see.

GREARSON-BECKETT CO.

WILLIAMSTOWN, VT.

DETROIT, MICH.—The Michigan Marble Company has recently been incorporated; capital, \$25,000.

DES MOINES, IOWA.—The Capitol Hill Granite and Marble Works have moved to a new building. The entire floor space and frontage will be occupied by them. They have installed the latest machinery for handling their monuments, lettering, tracing and carving granite and marble with machinery.

WASHINGTON, D. C.—W. P. Kyle, who has managed the Washington office and southern territory for the Van Amringe Granite Company of Boston, has purchased the company's interest for this territory. The new firm is to be known as the Kyle Granite Company, with W. P. Kyle president and treasurer.

BINGHAMTON, N. Y.—G. Arnold Chaplin, a marble dealer, fifty years old, dropped dead as he returned home from a baseball game June 18. At the ball game Chaplin was one of the loudest "rooters." He died from heart disease, superinduced by his baseball excitement.

PITTSBURG, PA.—Judge John D. Shafer, in common pleas court No. 2, handed down an opinion in the case of George Oldham and others against the Enterprise Marble and Granite Company. The rule granted is made absolute against the defendant.

BALTIMORE, MD.—The State Board of the Ancient Order of Hibernians has awarded the contract for the erection of the monument over the grave of Rev. Peter M. Manning in Bonnie Brae Cemetery to Kenny Brothers. The monument will be of granite and will be twelve feet high. It will be a replication of the

famous Celtic cross at Monasterboice, Ireland, and will be elaborately carved.

EVANSVILLE, IND.—The county commissioners have employed F. M. Young of the firm of Young & Lipe of Litchfield, Ill., to superintend the construction of the soldiers and sailors' monument.

HELENA, MONT.—A. K. Prescott is advertising his business for sale, monuments to be sold at cost.

ORLANDO, FLA.—F. J. Terry, formerly of Indianapolis, has rented the storeroom and will conduct a general marble and granite business.

MONROE, WIS.—D. S. Ryan has sold his marble works to Frank B. Luchsinger.

CORNING, IOWA.—O. W. Williams & Son, Knoxville, Iowa, have purchased the monumental business formerly conducted by W. S. Hefling, under the name of the Corning Granite and Marble Works.

BURLINGTON, IOWA.—Joseph Miller has sold his marble business to Kirkpatrick Brothers of Westphalia, who will run the business as a branch of their other plant.

CHARLOTTE, N. C.—Jesse E. Dresser, formerly of Philadelphia, Pa., and for some time a resident of this city, has established a monumental business under the name of the Dresser Electric Granite Works. It is proposed to equip the plant with up-to-date machinery and to cut their monumental work.

SAN ANTONIO, TEXAS.—The Llano Granite and Marble Company has been recently incorporated; cap-

You take care of your Receipts—

*you go after a contract wherever there is one to be let,
but how about your Expenditure? Work on that end a little
for your Expenditure determines your Profit.
Begin right—install a*



“DALLETT” SENIOR

The Most Powerful, Reliable and Longest Lived Surfacers Made

THOS. H. DALLETT CO.

23rd and York Streets,

PHILADELPHIA, PA.

ital, \$100,000. Stockholders, A. M. Halliday, J. S. Sweet, George Bodel and others.

ROSEVILLE, ILL.—G. A. McClintic has sold his monumental business at this point and purchased a half interest in a monument business at Rochelle.

ROCKVILLE, CONN.—H. E. Adams has established a branch of his business at Hartford. It is stated that Mr. Adams has purchased a granite quarry at Barre, Vt. We are not familiar with the purchase, yet he may have an interest in a quarry at that point.

DANVILLE, ILL.—W. W. Dye & Co. have established a branch shop at Crawfordsville, Ind.

MT. VERNON, OHIO.—H. C. Oden and J. J. Adams have purchased the Berry Granite Works, and henceforth it will be conducted under the name of the Oden-Adams Cut Stone Company. Oden was formerly connected with Chas. S. Baldwin as traveling salesman. Adams was formerly traveling salesman for the Beacon Falls Rubber Company.

BRUNSWICK, GA.—S. P. Giddens, Jacksonville, Fla., and associates have established a marble works at this point.

ASHLAND, OHIO.—The Ashland Monument Company have established a branch at Lodi. W. W. Wells will have charge of the branch.

HOPKINSVILLE, KY.—Davis Monument and Construction Company has been incorporated, and the plant has been equipped with pneumatic tools. L. H. Davis is the general manager and W. H. Hester assistant manager.

GREENVILLE, ILL.—J. W. Wells Scott of Edwardsville has purchased the monumental business formerly conducted by Geo. W. Staub.

DOWNS, KAN.—Thos. H. Scott died in April. It is understood that the shop will be operated by a relative.

Proposed Monuments &



Monumental News

BESSEMER, ALA.—The Bessemer Chapter of the Daughters of the Confederacy some time ago started a movement to raise funds to erect a monument in the city park to the memory of the Confederate dead, but for reasons at the time good, the matter for the time being was dropped. Now that business is good and there is a prospect of Bessemer rapidly forging to the front, the ladies have decided to take the matter up and push ahead in securing subscriptions for the monument.

BALTIMORE, MD.—A monument is to be set up to the memory of Dr. Niels Finsen, the inventor of the light cure. Thirty sculptors have competed for the commission, which has now fallen to the young Danish sculptor, Rudolph Tegner.

TOPEKA, KAN.—The Rev. W. H. Irwin has started a movement for the erection of a soldiers' monument, to cost \$120,000.

ATTLEBORO, MASS.—The Soldiers' Monument Committee are asking for an appropriation of \$8,000 for a soldiers' monument.

MONROE, MICH.—The Kline bill for the \$25,000 monument to General Custer passed both houses of legislature June 20.

MT. VERNON, IND.—The county commissioners have opened bids for the construction of the new soldiers and sailors' monument. There were five bidders, and the lowest, \$12,718, was made by Charles G. Blake & Co. of Chicago. John R. Lowe of Indianapolis, the next lowest, bid \$13,678.50. The highest was

Barre Pneumatic Tools
THE BARRE PNEUMATIC TOOL CO. VERMONT

SURFACER TOOTH CHISELS

Made of 1 1-2 inch sq.
stock for large and 1 3-8
inch for small machines.
Nothing but the very
best of material used.

PRICES

FOR LARGE SURFACERS

\$1.25

EACH

FOR SMALL SURFACERS

\$1.00

EACH

Everything in the
line of small
tools for working
Granite

PROMPT SHIPMENTS FROM STOCK

Trow & Holden
 BARRE, VERMONT



made by Ferdinand Prochazka of New York, who bid \$14,700. The commissioners had not awarded the contract June 5.

PORTLAND, ME.—The members of the Thomas Brackett Reed Association, whose purpose is to erect a monument in this city in memory of former Congressman Reed, met June 5 to reorganize and arrange for the selection of a site and the construction of the memorial at an early date. These officers were elected: President, Joseph W. Symonds, Portland. Vice-presidents, Col. Augustus Payne, New York; Gen. John M. Brown, George M. Seiders and Henry Deering, Portland, and William Murray Crane, Dalton, Mass. Secretary, Frank N. Marshall, Portland. Treasurer, Charles W. Beyer, Portland.

KEWANEE, ILL.—A soldiers and sailors' monument to cost from \$20,000 to \$30,000 is now within the range of possibilities for Bureau County. A movement in this behalf was started before the Board of Supervisors, and committees have been appointed to gather information relative to the cost and the plans. The committee consists of five members of the county board and four members of the Bureau Soldiers Association.

TUSLA, OKLA.—The grave of Chief Tusla is to be marked by a granite shaft costing \$2,000, which will be erected by the members and descendants of the Tusla clan of the Creek Indians, of which Tusla was long the ruling spirit.

AMESBURY, MASS.—The Whittier Home Association of Amesbury, Mass., where John Greenleaf Whittier lived for over fifty years, purposes to erect a statue and are inviting popular subscriptions to aid the project. The sum desired is \$10,000, of which \$5,400 already has been secured. The treasurer of the association is Miss Emma Woolfenden, 62 Market Street, Amesbury, Mass. The design for the statue will be decided upon by a special committee and by an advisory board, headed by Edmund Clarence Stedman, and composed of many distinguished men throughout the country.

BOWLING GREEN, OHIO.—The commission for the purchase of Fort Meigs and the erection of a monument upon the site have practically decided upon the purchase of the Hayes farm of thirty-six acres, including the fort and the battlefields at Perrysburg. The Hayes heirs and the commission have decided upon a figure which is about \$300 per acre. This price will leave the commission \$15,000 with which to purchase and erect a monument.

SHELBYVILLE, ILL.—The Shelbyville County Board of Supervisors has voted \$10,000 to build a soldiers' monument. Several designs have been placed before the board for its inspection, but none thus far has been selected.

ARCOLA, ILL.—The Douglas County Board of Supervisors June 12 voted to build a monument to the memory of the soldiers and sailors of this county. The monument will be seventy-five feet high and will be located in the courtyard.

SOMERVILLE, MASS.—The committee of Somerville citizens to have charge of the erection of the soldiers' monument was announced June 8, as follows: The Hon. Edward Glines, the Hon. A. A. Perry, Walter T. Littlefield, Ernest W. Bailey, President Cole and William Armstrong of the Board of Aldermen, Melville D. Jones and Charles O. Pratt of the G. A. R., and Francis H. Boyer and Sidney B. Keene of the Board of Trade. The monument is to be erected on Central Hill and is to cost about \$20,000.

PHILADELPHIA, PA.—The Knights of the Golden Eagle are collecting a fund of \$13,000 for the purpose of erecting a monument to the memory of J. E. Burbage.



FITZWILLIAM, N. H.—The Emerson-Troy Granite Company has been succeeded by the Cheshire Stone Concern. C. F. Parsons, the financial backer of this concern, was recently drowned in New York Harbor. Just how this will affect the new company it is impossible at this time to state.

HARDWICK, VT.—Freight rates upon granite shipped from Barre raised two cents per hundred on June 1.

MILFORD, MASS.—On May 20 the strike of the granite cutters and tool sharpeners, which involved upwards of two hundred men, was settled, after an extended conference between W. S. Alexander, acting for the Manufacturers Association, and James Duncan, secretary of the International Granite Cutters Union. The strikers are to have forty-two cents an hour and a half holiday every Saturday throughout the year, the agreement being made for five years. The original demand of the union was for forty-three cents an hour.

RICHMOND, VA.—James River Granite Corporation, recently incorporated with \$50,000 capital stock by H. S. Holland (president and general manager), L. T. Myers and E. T. D. Myers, Jr.

ROCKPORT, MASS.—The Rockport Granite Company have recently purchased adjoining quarry property, which will be developed. They are erecting a derrick, mast ninety-six feet high, boom ninety feet long, lifting capacity forty tons.

RUTLAND, VT.—J. F. Manning, former president of the Columbian Marble Quarrying Company, has moved, with his family, to Marble, Col., where he will be associated with the Colorado-Yule Marble Company.

SAN FRANCISCO, CALIF.—A large new boiler has been taken to the property of the Chewelah Marble Company, on Deep Creek, near Northport. Extensive machinery will be installed.

WESTERLY, R. I.—A heavy traveling crane used at the plant of the New England Granite Works capsized recently while an attempt was being made to raise a large piece of granite. Joseph Bray, who was operating the crane, narrowly escaped serious injury. No damage was done.

ST. LOUIS, MO.—Missouri Red Granite Monument Company, recently incorporated. Capital stock, fully paid, \$5,000. Incorporators: George H. Jameson, six shares; Robert P. Schneider, twenty shares; John H. Brod, Jr., twenty-four shares. The company is authorized to do a general quarrying and contracting business.

ATLANTA, GA.—An order appointing W. S. Lincoln permanent receiver of the Southern Marble Company was signed recently. The receiver is directed to collect all the assets of the company and wind up its affairs. The assets are placed at \$444,222, and the liabilities at \$425,000. The quarries and works of the company are in Pickens County.

WICHITA, KAN.—H. L. Resing is forming a company with a capital of \$50,000 to establish a granite polishing and cutting plant, and already has enough encouragement in the way of money to make it certain that the enterprise will be started. The granite will be brought from Granite, Okla. The cost of the plant will be from \$15,000 to \$20,000. As soon as the company is formed, steps will be taken towards securing the necessary outfit for sawing, dressing and polishing.

CLEVELAND, OHIO.—This city is to build a \$1,000,000 criminal courts building, exclusively for criminal business, prosecutors' and sheriffs' offices. Members of the commission have declared themselves as favoring granite. It is expected that the contract will be let this fall.

MILFORD, MASS.—Contracts calling for nearly three hundred thousand cubic feet of Milford granite were secured by the Webb Granite Company recently. They include stone for the courthouse at Cleveland, a bank building for the New England Trust Company at Kansas City and for the United States Treasury building at Washington, D. C. The present contracts call for about \$1,250,000 worth of cut stone.

Specify KLONDIKE STOCK at all times
Blue White Westerly Granite
FROM THE FAMOUS KLONDIKE QUARRY
 OWNED AND OPERATED BY THE
GOURLAY GRANITE WORKS



S. Morgan Smith Monument, Prospect Hill Cemetery, York, Pa. 16' 9" x 16' 9" by 33' 0" high, cut from our BLUE WHITE WESTERLY GRANITE by The N. E. Granite Works, Westerly, R. I.

The most suitable stock for all kinds of monumental work quarried in Westerly or New England, and the only firm in Westerly that makes a specialty of rough stock for the trade. Wholesale prices to one and all, equal treatment to each customer.

In addition to our KLONDIKE stock, we furnish the old

WESTERLY BLUE STOCK WESTERLY PINK STOCK WESTERLY RED STOCK

AT WHOLESALE PRICES TO DEALERS

FOR PRICES APPLY
TO

GOURLAY GRANITE WORKS

WESTERLY,
RHODE ISLAND

MONSON, MASS.—Business at the W. N. Flynt granite quarry is excellent. The company has just completed an important contract at Norwich, Conn., and is at present at work cutting stone for national banks at Penn Argy, Pa., and Zanesville, Ohio, and have just taken another large contract for a national bank at Cleveland, Ohio.

WINSTON-SALEM, N. C.—The Consolidated Granite Company has closed a deal by which it will control the Balfour pink granite quarry in Rowan County.

AUGUSTA, GA.—The United Stone Company has been organized by nine leading business men, with a capital of \$150,000, and they have \$105,000 of the capital stock paid in; \$45,000 is offered for sale. The incorporators are Jacob Phinizy, Charles McKenzie, H. H. Cumming, J. T. Rose, E. J. Erbeling, J. H. McKenzie, James Kelley, J. R. Lamar and Wm. F. Howe. It is quite probable that the headquarters of the concern will be established in Augusta, and there is no reason assigned why it should not. The Georgia Rough and Cut Stone Company and the Lithonia Stone Company stock is absorbed by the new company, and their property, in addition to new purchases, is now owned by the company just organized. The new stock needed will be used to buy more improved machinery, which will be installed at once.

The capital invested in the entire Maine granite industry in 1905 amounted to about \$3,500,000, according to the official report just out. This estimate is based upon fair valuations of the quarries themselves, of the plants and of the amount of "working capital" that is required to carry on present business.

BETHEL, Vt.—The directors of the Woodbury Granite Company have decided upon the additions to their present plant. A new shed 300 feet x 70 feet will be erected, and west of this an overhead crane 70 feet wide. Both crane and shed will be operated by electricity. All the granite for the Wisconsin Capitol contract will be cut in Bethel. This company has also secured the contract for the approaches to the building.

The Walker Granite Company, a new corporation, has acquired a tract of 336 acres of land between Siesholtville and Alburtis, Pa., near the Berks-Lehigh county line, upon which are extensive granite deposits and which will be developed within the next few years. Machinery will be installed at the quarry, and stone will be removed on a large scale. The large deposit of granite in northern Berks and western Lehigh is the only one in the state. The quality of the stone is both red and green tinted granite, and the faces of the building blocks admit of a high polish.

BOSTON, MASS.—Merritt Black Granite Company, recently incorporated, quarrying, etc. Capital, \$200,000. President, Charles D. Waterman, 19 Washington Street; treasurer, Walter M. Magee, 6 Park Street; clerk, Charles P. Gorely, 16 Devonshire Street, all of Boston, Mass.

LITTLE ROCK, ARK.—For a consideration of \$5,000 the Chicago, Rock Island & Pacific Railway Company has purchased the property of the Twen-Cen Granite Company. The property, which is south of the city and adjoins the right of way of the Rock Island, contains 7.34 acres. The Rock Island comes into possession of all the property, with the exception of the improvements and machinery. The Twen-Cen Granite Company is allowed forty days to remove its machinery and other improvements. The consideration in this transfer was \$1468.

SPARTA, GA.—The granite quarries of Hancock have recently taken on an active boom. The Georgia Rough and Cut Stone Company has been reorganized and chartered under the name of the "United States Company." The quarries on the Mullally place, two miles from Sparta, will be worked extensively from now on. The work will be steady, and the nature of the granite is peculiarly well adapted for a fine class of building work. New machinery will be installed in the near future.

WINSTON, N. C.—The stockholders of the North Carolina Granite Corporation held its annual meeting at Mt. Airy June 7, at which Thomas Woodruff of Mt. Airy, former vice-president, was elected president, succeeding the retiring president, Colin Fraser. George Woodruff was elected vice-president; J. E. Bryant of Philadelphia, secretary, and C. B. Keese of Martinsville, Va., treasurer. There are some changes in the Board of Directors. The stock books show 150 subscribers, 53 of these being ladies. The stock is held in twelve different states, Canada and England. The big stone mountain has been sold by the corporation to the Wolf Rock Granite Company, which has recently been organized with a capital stock of \$400,000.

SOMERSET, PA.—The Walker Granite Company has recently been incorporated with a capital of \$30,000. The incorporators are: S. C. Walker, Charleston, W. Va.; E. H. and W. F. Walker, W. H. Ruppel, M. J. Pitts and others.

FREEMONT, ME.—Long & Saunders Quarry Company has recently been incorporated with a capital of \$10,000. President, W. L. Saunders, Quincy, Mass.; treasurer, C. W. Long, Stoughton, Mass.; clerk, W. G. Chapman, Portland, Me. They will take over the property known and formerly conducted by the Freeport Granite Company, afterwards purchased by others, and conducted for some time without success. The quarry has always been known as producing a grade of stock adapted to statuary work. It is a fine grain light granite. The quarry has not been successfully operated for various reasons. Long & Saunders are and have been in business at Quincy, Mass., for a number of years.

MADERA, CAL.—Articles of incorporation were recently filed for the Yosemite Granite Company. It is the intention of the company to conduct a marble and granite works. They have leased a forty-acre tract of quarry land from J. Terragno, one of the stock-

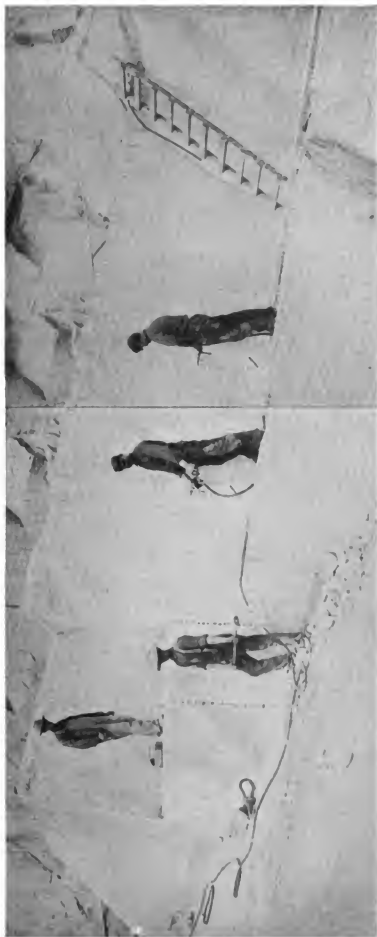
FALCONER & CO. Quincy, Mass.

QUARRY OWNERS

OWNERS OF THE FAMOUS MCKENZIE & PATTERSON QUARRY PRODUCING

EXTRA DARK QUINCY GRANITE

We can fill your orders for rough stock of any size in reason



The sheet of granite illustrated is one of a series starting from the bottom of the quarry. The sheet shown is about 15 x 25

holders. The other members of the concern are G. and A. Bocci and G. Olgratte of San Francisco. Capital stock, \$50,000.

NIANTIC, R. I.—The quarry formerly owned and operated by A. G. Crumb & Sons has been purchased by John B. Sullivan & Son, retail dealers, Taunton, Mass., and F. H. Barnicoat, Quincy, Mass. The property contains about fifty acres of quarry land, which has been developed; also includes derricks and steam drill. Additional machinery has been installed for working the quarry. Frank B. Sullivan, the junior partner in the firm of John B. Sullivan & Son, will be general manager. This property has long been known to those who have been familiar with the granite business at Westerly and vicinity as one of the best deposits of Westerly granite ever opened up. It has been operated, but in a very meager way, by the former proprietors, not because it could not be made a producer, but, as we understand it, on account of lack of desire of the former members of the concern to put in the necessary labor and work to make it a success. No doubt the present proprietors will proceed to develop the deposit to its full extent.



Business at the Granite and Marble Centers.

On a visit to the Eastern quarrying centers during the month of June we investigated both the marble and granite quarrying centers. We found the help well employed and a good demand for both marble and granite, as applied to the monumental end of the business.

The Brandon Italian Marble Company of Middlebury report as usual a good business with a bright outlook ahead.

The Rutland-Florence Marble Company at Fowler and the Vermont Granite Company report practically the same, and from all appearances will carry out this assertion.

The Hardwick granite manufacturers were complaining of the lack of orders for monumental work. With a few exceptions the concerns at this point have been handling part of a large building contract and have not made any effort to secure monumental work; hence the lack of orders.

C. W. Huntington, who has charge of the monumental department of the Woodbury Granite Company of Hardwick, has been visiting the trade through northern New York during the past month, with good results. This company is cutting a handsome archway for Charles G. Blake & Co. of Chicago. It is sixteen feet high by twenty-seven feet wide, and is to stand at the entrance of the park in Port Huron, Mich. It is being cut of Woodbury gray granite. The design shows an archway flanked by carved lion heads, surmounted by a wall with a raised inscription: "Bequeathed to the People of Port Huron by Charles Albert Ward."

William Barclay McDonald is employing a gang of men and reports business fair.

The Crystal Brook Granite Company are employing ten cutters.

Bailey & Rollins are occupying the shed formerly occupied by the Ross Inlaid Granite Company. They

are employing about a gang of men and report a good business.

The Rutland Florence Marble Company are employing at the True Blue plant at West Rutland and the Fowler plant over four hundred men. The quarry, located on what is known as the Pittsfield Italian vein, is being developed and has proved very satisfactory. It produces a light clouded marble very much in demand.

W. R. Bump, who was formerly employed in the office of the Brandon Italian Marble Company at Middlebury, is on the road for this concern and covers the states of Kansas, Iowa, Nebraska, Missouri and a part of Oklahoma. He will locate at Kansas City.

Everson & Co. of Rutland are doing an increasing wholesale business in marble and are employing, all told, about ten men.

The Carlucci Stone Company of Scranton, Pa., has placed an order with the Woodbury Granite Company for a large platform stone to be placed in front of the Scranton Museum of Natural History. It is to be 11 feet x 8 feet 4 inches x 6 inches, of Woodbury gray granite.



Woodbury Granite Co. Buys Water Power.

Cheaper power is the crying demand of the granite manufacturers, and the Woodbury Granite Company of Hardwick, Vt., is to be congratulated on its recent acquisition of a large water power located in the hills in back of Hardwick, about midway between its quarry and cutting plant.

With the power itself, which is already developed to the extent of some five hundred horse power, are some extremely valuable flowage and drainage rights, covering a series of three ponds, Mackville, Nichols and East Long Pond, with the adjacent land and timber lots. It is the intention of the Woodbury Granite Company to develop this power to fifteen hundred horse power, which will be transmitted in the form of electrical energy to its quarries at Woodbury and to its cutting plant at Hardwick. The present power equipment of the company, which is designed for steam, will be changed over as rapidly as possible to permit of the use of motors for derrick hoists, saw drives, polishers, McDonald surfacing machines and compressors.

This improvement is thoroughly in line with the policy of this progressive company, and is expected to make a material reduction in the operating expenses of both plants.



Books, Pamphlets, Etc., Received.

From the Royden Marble Machinery Company, Metropolitan Life Building, 1 Madison Avenue, New York City, designers and contractors for abrasive machinery, for use in marble, hard and soft stone plants, a forty-eight-page pamphlet, illustrating and describing their abrasive machinery, which will prove very interesting matter to any one wanting this class of machinery.

From Charles H. Gall, 79 Dearborn Street, Chicago, a book entitled "Modern Monuments." It contains

(Continued on page 40.)

ARE YOU INTERESTED? READ THIS.

We sell Chilled Steel Shot, Granite and Marble Polishing Supplies of every description, Granite and Marble Polishing Machinery, Pneumatic Polishing Machinery, Pneumatic Tool Hose and Supplies and Granite Cutters' Tools.

Our new catalogue, containing nearly ninety pages, not only illustrates, but describes fully, the supplies, tools and machinery that you have occasion to use. This catalogue costs you nothing more than a postal, which we advise sending today, and by return mail a catalogue will be sent to your address.

REMEMBER, WE SELL ONLY GUARANTEED GOODS.

HARRISON SUPPLY COMPANY,

NATHAN C. HARRISON, GENERAL AGENT,

5 AND 7 DORCHESTER AVENUE EXTENSION,
BOSTON, MASS.

A Large Amount of Trouble Over a Small Matter.

The controversy over the question of whether Alex Fraser & Co. owes the R. C. Bowers Granite Company of Montpelier, Vt., \$16.60 does not seem to be settled yet.

Mr. Fraser admits indebtedness of \$16.60 to the company and has been in readiness to pay that amount any time the company would accept it in settlement, but the company insists on having \$17.50, and on account of the 90 cents difference the matter got into the court of justice for adjudication.

There was a jury trial June 3, and after listening to the evidence the jury decided that the plaintiff was entitled to only \$16.60, and judgment was rendered for that amount.

Now the plaintiffs, by their attorney, have filed a motion asking for a new trial, and should this be overruled, it seems likely that the case will be taken to the common pleas court on error.

The whole thing comes about on account of freight on some goods that the defendants purchased of plaintiffs.

The costs in the case already amount to over \$10.
—Exchange.

Quarrying Granite for Mexican Port Works.

Vice-Consul R. M. Stadden furnishes the following description of the construction of the breakwater at Manzanillo by an American engineer, who has a contract from the Mexican government for harbor improvements:

The rock used in the breakwater is granite from a quarry five miles to the east of Manzanillo. The quarry is unusual in the formation and manner of working. On the side of the mountain there are beds of boulders, each boulder weighing one thousand or more tons. The beds have no doubt been formed by the disintegrated rock being washed away, leaving on the surface of the ground these immense boulders. After working out the lower beds, or deposits, it became quite a problem to economically handle those higher up. The specifications of the rocks required are from fifteen to thirty tons each; thus extra strong and heavy appliances are necessary for the execution of the work. A double-track incline railroad has been constructed up the side of the mountain, and two fifty-ton derricks are used for loading. The laborers and engineers are all Mexicans, under the direction of an American superintendent. The average output of the quarry is three hundred tons daily.

Books, Pamphlets, Etc., Received.

(Continued from page 38).

112 pages, every other page carrying an illustration of tablet or sarcophagi monuments, fifty designs all told, price \$2.50, postpaid. Pocket size, 5½ x 8 inches. The designs illustrated are in good taste, and moderate in price. The whole make-up of the book is excellent.

From the Henry-Bonnard Bronze Company, Mt. Vernon, N. Y., a pamphlet entitled "Recent Examples of Architectural Bronze Work," illustrating different work of this concern, together with reading matter and illustrations of the plant operated by this concern.

Correspondence.

The following are extracts from letters recently received from retail dealers:

From the Holly Springs Marble Works (W. B. Bradberry, proprietor), Holly Springs, Miss.: "Business is good. Have just finished a \$3,000 Confederate monument, which was set at Oxford, Miss. Have quite a large number of contracts on hand. In fact, have more work than I can do in the next four months with the present force, and do not care whether or not I receive another order in the next sixty days. Find enclosed check in payment for subscription to your publication, which is always interesting."

From the Barnhart Granite Company, Chillicothe, Ohio: "We herewith send you \$1.00 in payment of subscription. We like your journal very much."

From the Fleningsburg Marble Works (George Faulkner, proprietor), Flemingsburg, Ky.: "I have had a very good season so far. Have recently placed orders for three full cars of Barre granite work, besides several other monuments; also a car of Bedford stone for the trimmings of a bank building. Enclose you herewith payment for subscription to your publication, which is of much use to me."

From R. H. Black & Son, Canonsburg, Pa.: "We had a fair trade last year and hope for the same this, although we have had a very backward spring, very wet. Find enclosed \$1.00 in payment for subscription to your publication. You give us a good clean paper, and we like it very much."

From Robert Stead, Elizabeth, N. J.: "If you have place in your columns to insert the following, it may interest others, as other articles in your magazine interest me. I have just recently completed a mausoleum, erected at Woodlawn Cemetery, New York, for A. G. Bishop. It is of medium Barre granite, partially rock face, part fine hammered, square rustic columns in front, making a very handsome appearance. Ground plan, 21 feet 8 inches x 14 feet 6 inches. Have also recently installed a Blaisdell pneumatic tool plant capable of running five tools. Enclose you herewith \$1.00 in payment for subscription to your publication, payment of which has been neglected on account of rush condition of business."

Some time since we published a letter from John D. Sargent, then located at Bancroft, Ont., giving a description of the proposed plant that it was intended

to erect for the purpose of developing a marble and granite deposit. We publish a letter below, showing how easy it is to be misled by surface indications. We do not know of a better man in his line than Mr. Sargent, and if there had been a possibility of success, we have no doubt that Mr. Sargent would have carried the scheme through successfully, but it is impossible to work against nature. The following letter, which is published in part, will explain itself:

"To start with, this whole country is full of iron, and our stone, both the marble and granite deposits, are loaded with their share. The owners of the Central Ontario Granite and Marble Company, Limited, the company by whom I am employed, were here about a week ago, and after we had gone over the situation thoroughly decided that it was useless to try further, as the deposits were completely saturated with iron pyrites. I had tested the deposit in many places. It is all alike. So you see my air castles have been shattered. I regret this, for many reasons, as this was a good firm; and had the stone proven good, I am of the opinion that a fine business could have been built up in Canada. I am now contemplating getting located again and am looking for a position. I should like to secure a position, a newly organized concern preferred, as my specialty is building and equipping plants, and opening and equipping quarry property" (for which we will state that Mr. Sargent is thoroughly competent).

Obituary.

Edward B. Tompkins, president of the Astoria and the Manhattan Marble companies, died May 13. Mr. Tompkins was born in England in 1850 and came to this country when he was about seventeen years old. Besides operating the two marble companies, he was president and a director of the Emerson Troy Granite Company and the Robert C. Fischer Company, vice-president and a director of the People's Surety Company and the Union Bank of Brooklyn, and a director of the Waverly Marble Company.

John Harrington, sixty-five years old, died June 3. He had been confined to his home nine months by an incurable internal trouble.

Mr. Harrington was born in Ireland and came alone to this country when ten years old. Whatever schooling he had was obtained at night schools, for he started to learn the trade of marble cutter just as soon as he had his feet well placed in Boston. From this humble beginning, he forged ahead until he became a very successful business man and one of the best-known producers and dealers in finished granite and marble in the New England States.

It was in 1864 that he first established himself in business with a yard on Tremont Street, in the South End of Boston. He removed his plant shortly after the great Boston fire to Cambridgeport. The business is now carried on by members of his family in East Cambridge. When the task of rebuilding the burned section was inaugurated, Mr. Harrington furnished the granite and marble work for several of the large new buildings.

After several years of successful trade, he disposed of his Cambridgeport plant and invested every dollar

SOME LEADING GRANITE MANUFACTURERS

CONCORD, N. H. BARRE, VT. MONTPELIER, VT. NORTHFIELD, VT. HARDWICK, VT.

<p>CONCORD GRANITE ALF LARSON Successor to OLA ANDERSON CONCORD, N. H. Mausoleum Building and Monumental Work</p>	<p>Lelair & McNulty BARRE, VT. Barre Granite Monuments</p>	<p>PARRY & JONES BARRE, VERMONT Manufacturers of Monumental Work from Barre Granite</p>
<p>MARRION & O'LEARY BARRE, VT. MANUFACTURERS OF GRANITE MONUMENTS</p>	<p>MILLS & CO. Montpelier ... Vermont Manufacturers of Polished Granite Memorials</p>	<p>EVERSON & CO. RUTLAND, VT.</p>
<p>BARRE GRANITE BONAZZI & BONAZZI MONTPELIER, VT. MONUMENTAL WORK CARVING A SPECIALTY</p>	<p>H. J. BERTOLI MONTPELIER, VT. GRANITE STATUARY New Catalogue sent upon application</p>	<p>WHOLESALE DEALERS IN ALL KINDS OF FINISHED MARBLE FOR CEMETERIES</p>
<p>PHILLIPS & SLACK SUCCESSORS TO CANNON & SLACK CO. NORTHFIELD - VERMONT MANUFACTURERS BARRE GRANITE MONUMENTS</p>	<p>J. C. ADAMS, Cleveland, Ohio. Salesman for Ohio. J. A. MARTINSON BARRE, VT.</p>	<p>MOORE BROS. & BRAULT BARRE, VT.</p>
<p>Ryle & McCormick Co. MONTPELIER, VT. Barre Granite Monuments</p>	<p>Manufacturer of BARRE GRANITE MONUMENTS Squaring and Polishing for the Trade</p>	<p>Barre Granite Monuments</p>
<p>Sweeney Bros. Granite Co. MONTPELIER, VT. Barre Granite Monuments Only the best stock used</p>	<p>DEWEY COLUMN CUTTING WORKS BARRE, VT. TURNED WORK IN ALL KINDS OF GRANITE</p>	<p>C. Bianchi & Son BARRE, VERMONT Monumental Work</p>
<p>A. Anderson & Sons BARRE, VT. MANUFACTURERS AND QUARRY OWNERS</p>	<p>MCDONALD & BUCHAN BARRE, VT. Monumental and Turned Work</p>	<p>Hammered, Carved, and Polished Work</p>
<p>Stevens & Denning BARRE, VT. BARRE GRANITE MONUMENTS</p>	<p>DIES, BASES and CAPS SQUARED AND POLISHED FOR THE TRADE</p>	<p>STEPHEN & GERRARD BARRE, VT. Quarry Owners and Manufacturers Rough Stock and Finished Work</p>
<p>Beck & Beck BARRE - VT. Monumental Work from Barre Granite</p>	<p>MUTCH & CALDER GRANITE CO. BARRE, VT. MANUFACTURERS OF Barre Monumental Work</p>	<p>Phillips Findlater & Co. BARRE, VT. High Grade Barre Granite Monuments</p>
<p>WM. BARCLAY DONALD HARDWICK, VT. MANUFACTURERS OF HARDWICK AND WOODBURY GRANITE MONUMENTS AND BUILDING WORK Pneumatic Tools and Surfacing Machines</p>	<p>James Sector & Co. BARRE, VT. MANUFACTURERS OF All that is good in Barre Monuments</p>	<p>SPACE FOR SALE</p>

Some Leading Granite Manufacturers . . Quincy, Mass.

<p>W. T. SPARGO SO. QUINCY - - MASS.</p> <p>MONUMENTS AND STATUARY FROM QUINCY,</p>  <p>WESTERLY AND ALL EASTERN GRANITES</p> <p><u>MY SPECIALTY</u> Red and Pink Westerly R. I. Granite Rough Stock or Finished Work</p>	<p>Joss Bros. Co. Quincy, Mass.</p> <p>Quincy Granite Monuments</p> <p>Squaring and Polishing for the trade</p>	<p>DEACON BROS. QUINCY, MASS.</p> <p>We cut nothing but Extra Dark Quincy Granite Monuments</p> <hr/> <p>MILNE & HECTOR QUINCY, MASS.</p> <p>Dark and Light Quincy Granite Monuments</p>
<p>BIRNIE & DIACK Columbia Street - Quincy, Mass.</p> <p>QUINCY GRANITE MONUMENTS</p> <hr/> <p>D. E. CAMERON QUINCY, MASS. MANUFACTURERS OF ALL KINDS OF QUINCY GRANITE MONUMENTS</p>  <p>Price given upon application</p>	 <p>J. S. SWINGLE, Quincy, Mass. The Extra Dark Man</p> <p>Owner and operator of Quincy Granite Quarries, producing the best grades of stock for all monumental purposes. Why not remember this if you want the best.</p>	<p>PROUT BROTHERS QUINCY, MASS.</p> <hr/> <p>QUINCY GRANITE MONUMENTS</p> <hr/> <p>If you are in need of Quincy Granite Monuments</p> <p>Send to the Manufacturer JAMES F. DESMOND WEST QUINCY .. MASS.</p>
<p>For EXTRA DARK QUINCY GRANITE SEE ADVERTISEMENT OF GRANITE RAILWAY CO., PAGE 7</p>		
<p>CLARK & PEARCE Gilbert Street . . Quincy, Mass.</p> <hr/> <p>QUINCY GRANITE MONUMENTS</p>	<p>QUINCY GRANITE MONUMENTS</p> <p>Columbia Granite Works QUINCY, MASS.</p>	<p>McDONNELL BROS. 251 Water St. ... Quincy</p> <hr/> <p>QUINCY GRANITE MONUMENTS</p>
<p>SPACE FOR SALE</p>	<p>A. M. DEANE & CO. Quincy, Mass.</p> <hr/> <p>Quincy Granite</p>	<p>GEORGE RUXTON PENN ST. - QUINCY, MASS.</p> <hr/> <p>QUINCY GRANITE MONUMENTS</p>
<p>SPACE FOR SALE</p>	<p>Send Two Dollars For Our 1907 Pocket Design Book Price Credited on First Order of Fifty Dollars</p>	<p>SPACE FOR SALE</p>
<p>SPACE FOR SALE</p>	<p>Forbes Craig Co. Quincy, Mass. QUINCY GRANITE MONUMENTS DIES AND BASES SQUARED AND POLISHED PNEUMATIC TOOLS AND SURFACING MACHINES</p>	<p>SPACE FOR SALE</p>

he had in a stone quarry in Groton, Conn. The departure was a venturesome speculation from the outset. For three or four years he battled against tremendous odds and then was compelled to give up the losing contest.

Before he left New London he gave time notes for every dollar he owed. Each was paid as it came due, and in course of time Mr. Harrington paid one hundred cents on every dollar that he owed when he left Connecticut. He was always proud of this achievement, which, in business circles, was considered a most remarkable record.

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Returning to Boston, he went to work at his old trade in the rôle of a journeyman. At the solicitation of business friends, he later reestablished himself in the granite and marble business in East Cambridge. It was not long before he was again doing a prosperous business.

Illinois Combstone Lien Bill Dead.

The tombstone lien bill, introduced by Representative Louis Zinger of Pekin, monumental dealer, and which caused a commotion in both the house and the senate, for which Mr. Zinger had to sustain for an hour or more the raillery of the members of the house, was recently vetoed by Governor Deneen. The bill provided for a lien on monuments, etc., for the price or any part agreed upon or any part remaining unpaid, by notice to the city, village or town clerk where the cemetery is located, such notice to be filed when the work is completed or within three years afterwards. If the lienor establishes his lien, it authorizes him to remove the structure from the burying-ground or sell the same at public auction.

Governor Deneen, in vetoing this bill, states it is the policy of the law to permit exemptions, so that something should be left over from a man's estate; that this bill is against the amenities of human life, and that the places of burial should not be obtruded upon in such a manner as this bill provides for.

The veto was sent to the clerk of the house, and if the legislature chooses, it can pass the bill over the governor's veto when it meets here next October. It is improbable the house will pass the bill, as it only had two votes to spare when it was passed.

The following is the text of the veto message:

"To the Honorable, the House of Representatives:

"I return herewith, without my approval, house bill 65, 'an act to provide for liens by persons erecting monuments, gravestones, enclosures or other structures in cemetery or burial grounds, and providing for the manner of enforcing such liens.'

"It has long been the policy of the law to recognize, to a certain degree, the humanities of life and to prevent their desecration through the enforcement of legal processes, permitted under ordinary circumstances. This, in a general way, is the basis of the exemption laws of the state, which will not permit



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a man to be crowded to the wall in the enforcement of the claims of those to whom he has become financially indebted. Especially solicitous has been the law to preserve the resting-place of the dead from desecration or molestation, and to that end not only are our cemeteries declared exempt from the operation of laws of mortmain and laws against perpetuities, but they have been exempted also from the exercise of the taxing power of the state, so that no obligation of whatsoever kind or character may menace the quietude of the burial-place of the dead.

"The bill herewith returned permits the filing of a lien upon monuments, gravestones, enclosures or other structures, erected in cemeteries, within three years from the time any amount of the purchase price unpaid thereon may become due. It is manifest that the enforcement of such a lien would render nugatory the existing laws, which have for their object the preservation of cemeteries from intrusion or molestation, and I therefore feel constrained, for the reasons above assigned, to withhold from it my approval."

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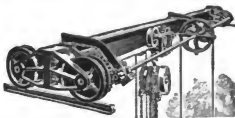
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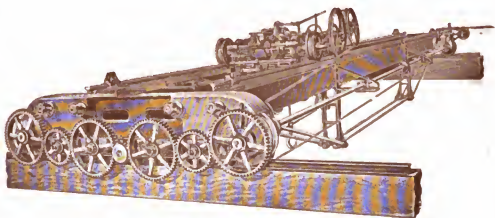


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AUGUST
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VOLUME XVII

No. 8

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.. MANUFACTURERS OF ...

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Patch, F. R., Mfg. Co.	8

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Dunn, James P., Cleveland, Ohio.	49
Speidel, J. G., Reading, Pa.	49

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Wells-Lamson Quarry Co., Barre, Vt.	30
West Townsend Quarrying Syndicate, W. Townsend, Mass.	44
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Woodbury Granite Co., Hardwick, Vt.	8

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Stone Working Machinery.

Dallett, Thomas H. Co., Phila., Pa.	32
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Wedge Lead.

Rochester Lead Works, Rochester, N. Y., first inside cover	
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OFFICE: WORCESTER, MASS.



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Troy White Granite

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**Monuments
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**Quincy and All Other
New England Granites**

ESTIMATES FURNISHED ON

VAULTS, TOMBS, and all classes of
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EQUIPPED FOR HANDLING LARGE WORK



For Polished Purposes

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MORE GRANITE

MONUMENTS & MAUSOLEUMS

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THEN WHY ADVERTISE ?

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ALL KINDS OF GRANITE

ALL STYLES OF MONUMENTS

ALL OF THE FINEST QUALITY

JONES BROTHERS COMPANY

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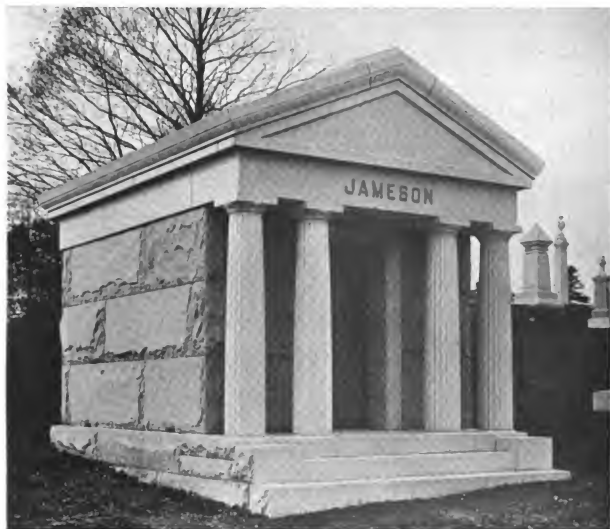
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Quarry Owners.

FINEST LIGHT AND MEDIUM BARRE GRANITE.

Any dimension furnished to the limit of transportation.

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Anything in
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 from a marker to
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Our cutting plant
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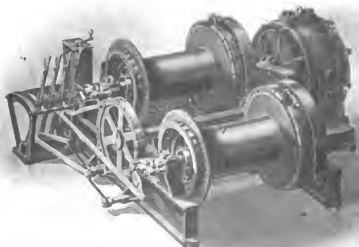
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SUCCESSORS TO

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Modern
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 Hoists.



Locomotive
 Derricks,
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 Bull Wheels,
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The above cut represents one of several styles of electric hoists which we manufacture. This hoist is specially arranged for quarry derricks of the back block type.

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MANUFACTURERS OF

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SIZES FROM { 1-10x6x2-6 to 2-4x1-0x3-0
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All polished or any way you desire.

We make a specialty of monumental work from 6 inches thick upwards. Send for prices.

L. S. ANDERSON, *Manager.*

EXTRA DARK QUINCY GRANITE

FROM OUR OWN QUARRIES.



Polishing Mill, size 157 feet x 54 feet, equipped with eight polishing wheels, two traveling derricks, one of 30 ton and one of 40 ton capacity, pneumatic tools, engine house attached, 80 ft. x 40 ft. The largest and most complete building ever constructed for this purpose.





Woodbury Gray Granite

FOR

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DISCRIMINATING Dealers specify our "*Bashaw Stock*," a dark, mottled Woodbury granite suitable for the best grades of work. We have the largest and best-equipped quarries and cutting plants in the trade to-day, and are doing a large business in monumental work, as well as rough stock. No order declined on account of size. Rapid delivery our hobby.

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Woodbury Granite Company

HARDWICK, VERMONT

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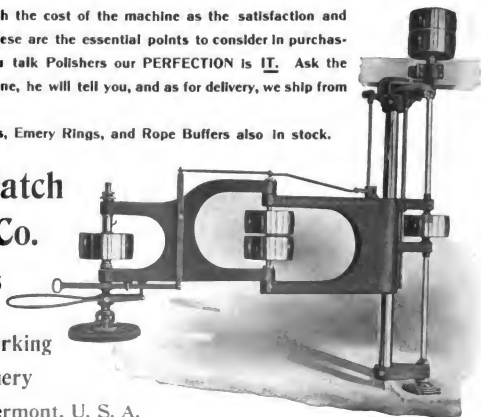
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Mfg. Co.**

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IN**

**Stone Working
Machinery**

Rutland, Vermont, U. S. A.



JOHN SWENSON
CONCORD, N. H.
LARGE WORK IN CONCORD GRANITE

MAUSOLEUMS, BUILDINGS, SHAFT AND
OTHER LARGE MONUMENTS

MODERN PLANT EXTENSIVE QUARRIES MODERN EQUIPMENT



THE DUST PROBLEM
IN GRANITE SHEDS
SOLVED

WITH THE

EXETER EXHAUSTER



It is designed to remove dust from surfacing machines, all stone cutting tools and machinery. It will take the objectionable dust out of the shed. Satisfactory ventilating and heating guaranteed.

EXETER MACHINE WORKS.
EXETER, N. H.

WE HAVE COMPLETED
ARRANGEMENTS

Whereby we can supply you with any kind of granite, in any combination monument, or monument in any granite you wish, and have the price right. We ask you for a fair chance on your Barre work, and shall be pleased to quote you prices.

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MONTPELIER, VT.

ORIGINATORS and
SOLE OWNERS

OF THE
"HAWK" BRAND
STEEL

Long and favorably known. We will
continue to supply our customers with
this CELEBRATED BRAND as usual.



WE HAVE BEEN APPOINTED
SOLE NEW ENGLAND AGENTS
FOR THE

Halcomb Steel Co.,
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One of the best equipped mills in the world

Producing { Hawk Brand for Points
Hawk Brand for Drills
Hawk Brand for Bush Hammers
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and Standard Tool Steel for Drills,
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HAWKRIDGE BROS.

STEEL

OF EVERY DESCRIPTION

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320 FIFTH AVENUE, NEW YORK

Quarries on . . . Picton Island, St. Lawrence River, near Clayton, N. Y.



PICTON ISLAND QUARRY LOADING DOCK

RED AND
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In dimension sizes

Beautiful Granites for
MONUMENTAL
DECORATIVE and
BUILDING PURPOSES

Modern Equipment
Splendid Shipping Facilities
Send Specifications for Prices

Granite, Marble and Bronze.

Successor to Granite

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A. M. HUNT, Editor.

Advertising Rates upon application.

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BOSTON, MASS., AUGUST 1, 1907.

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THE DEPRECIATION IN THE VALUE OF A GRANITE PLANT AND QUARRY.

We note that the plant and quarry formerly occupied and owned by the Milford Granite Co., Milford, N. H., was sold at bankrupt's sale, July 10. The quarry, and 30 acres of land, brought \$350, and the cutting shed was sold for \$1,700. The machinery and tools went to different parties for \$1,600. In round figures, the shed and equipment probably cost in the vicinity of \$15,000. The quarry is of unknown value, as the value of a quarry depends entirely upon its development, and the value of the granite produced. This quarry has been spoken of by its enemies and friends in the following manner: Its enemies, or those who were not its owners, stated to the writer that the stock was hard to get and of doubtful value. Others stated that it was in good condition, and that the stock produced was valuable. Any way, the fact remains, that the quarry was shut down before the cutting plant, which would perhaps go to prove that the stock produced was of doubtful value. Milford has always had an uphill course on account of the quarries not producing in sufficient quantity stock which was marketable for monumental work. There are a possible three from which the granite can be secured in any quantity at the present time. Therefore, the granite business in this section has had a hard row to hoe, but, nevertheless, we believe that the Milford Granite Co. could have been made a success if the management had been different. The corporation was composed of the leading business men of this section, in whom unbounded confidence was placed that they would make a success of it, and it could have been made a success if some of the administration expenses could have been cut off. Those who have purchased the property have an excellent chance to make a success of the business, owing to the small investment. The purchasers of the plant are contractors for building and street work. We have never known them to be connected in any way with the monumental business. The purchasers of the quarry have not, to our knowledge, had any connection

with the granite industry. We have seen many efforts made on the part of good business men to conduct and manage a granite business by applying the same methods as they would apply to their other businesses, and, as a rule, they have not been successful. It is apparently a business by itself, requiring peculiar methods in order to bring forth success.

It is impossible to account for the depreciation in the value of a cutting plant, except that the quarries at this point produce only a limited supply of rough stock. Another way to account for it is the lack of demand. Taking it all in all, supply and demand is the basis of prices, and there not being a demand for this particular article, of course, caused it to suffer a depreciation in price. We remember, some time since, that a man very well posted in the business, stated that if he could secure the plant and quarry at a reasonable price, that it could be made to pay; but evidently he did not make the bid, for the price at which it was sold was far under the price he stated he could pay. The above instance of depreciation could not be used as a criterion to go by in establishing prices for other second-hand plants, in other sections. In fact, we know of cases where modern cutting plants have been recently sold for nearly the price that they originally cost, but these were at a location where the supply of rough stock was unlimited. So we should say that in putting a value upon a plant, the supply of rough stock should be first considered, and the demand for monumental or building work from this stock should be considered also.

MEETING OF THE NATIONAL RETAIL DEALERS' ASSOCIATION.

Again we wish to call attention to the coming meeting of the National Retail Dealers' Association, to be held at the Victoria Hotel, Chicago, August 13th to 15th, inclusive. The program itself should be attractive enough for the average retail dealer to consider it his duty to attend and listen to the good things, which will help him in his business. We know the promoters of this organization have large ideas in connection with it. They cannot do it all alone, and must have the support of the reliable retail dealers of the country at large. It has been said that it is not possible, to keep a national organization alive. We do not believe this. It can be made far-reaching, and it all depends upon the size of the membership. The power placed in the hands of national organizations is only limited to the number of their members, and many abuses can be regulated by using the combined power of the responsible retail dealers. No one is wanted in the organization who does not want to better himself. If there is any retail dealer who does

not want to better himself, don't come; we don't want you. On the other hand, if you want to raise yourself above a mere machine, and do things in your business, it would be a benefit to yourself and to others to attend this meeting, and we have no question but that you will come again.



A LIST OF RELIABLE GRANITE MANUFACTURERS.

We publish below an editorial, which was in a recent issue of a contemporary. It is in line with other editorials printed in the past, and probably others of a similar nature will be published in the future, in the hope that they may eventually bring forth some action that will regulate this evil which no doubt exists.

"Time and again in these columns have we reverted to the fact of the constant cause of dissatisfaction that a failure to live up to contracts creates. Since reform is the watchword of to-day, every member of the monumental industry and in every capacity should take it to heart and bend himself in the direction of absolute honor in all his business efforts and relations. Once more it is brought prominently to our notice how difficult it is to secure work executed in strict accordance with the stipulations of the contract or agreement. Manufacturers, great and small, enter strong denial to the imputations, and yet complaints from dealers of repute seriously conflict with such denial, and it is even suggested that a list of manufacturers should be prepared, with their standing as to exact reliability, for the use of retailers, after the manner of the retail list in the hands of the manufacturers. This is, after all, the 'square deal' in practice. There is, unfortunately, the tendency with the biggest and best of firms to increase their profits by paring down their orders in quality and execution, often hewing over the line. This has been common in all lines of business and has been due, we think, to unfortunate ethical conditions. It has been continued in many cases in spite of all the arguments and experience tabulated to show the disadvantages to a growing business that such methods invite. It is infinitely better in all lines of trade to secure an increasing list of permanent customers than to rake in a little extra profit at the expense of a customer's dissatisfaction and resolution to try some other firm next time."—*Monumental News*.

We believe that there are evils on both sides to be remedied. First, the retail dealer, at times, imposes impossible conditions upon the manufacturer. They do this at times understandingly, and at other times in pure ignorance. It is the fault of the manufacturer if he accepts these impossible conditions. He is the one who is to blame and who has to suffer if anything goes wrong, and something is bound to go wrong. We have studied somewhat into the conditions of the acceptance of orders by manufacturers. They have the knowledge that the conditions contained therein cannot be carried out, but they, at times, will accept impossible conditions, thinking that their neighbor will do the same, and so prevent them from securing the contract. They are willing to take the risk that the monument will be accepted after it

is shipped, possibly thinking that it is not worth while to call the retail dealer's attention to the fact that it is impossible to carry out certain clauses in the contract. We are not excusing the manufacturer for not taking these impossible conditions up with the retail dealer. We are blaming him for not enlightening his customer as to the impossibility of carrying out the conditions, whatever they may be. There is also fault on the side of the retail dealers, in accepting the lowest bid for his contract. This is excusable when the retail dealer has selected a few, we will say, two or three, three at the most, of the reliable manufacturers, and asked them for their figures, believing that the figures secured will be as low as they could be made by any one in the trade, for a good quality of work. Of course, under these conditions, the retail dealer is perfectly justified in accepting the lowest bid, and possibly he may be justified in accepting the lowest bid anyway, from a dozen manufacturers. Nine times out of ten he will do it, but if he received a botched up job, then he is solely to blame for the non-fulfillment of the contract; more especially so, if he does not inquire into the responsibility of the manufacturer with whom he places his contract. There is always something to be said on both sides of the question, and we believe, by giving the matter close consideration, something can be done to eliminate one-half of the trouble.

Personally, we are acquainted with each and every manufacturer of monumental work. We know their capacity, and we know their reputation for handling work, whether good or bad. This refers not only to the large, but to the small concern. This information we have on file, and we can supply it to any one who is interested. We will give an honest opinion regardless of whether the manufacturer is an advertiser with us or not. All we desire is that a two cent stamp be enclosed with the inquiry. There are small concerns, new starters in the business, who may be good stone cutters or carvers. It is as necessary to secure information regarding the small concern as the large one. We will furnish this information without prejudice to any retail dealer who desires to make the inquiry. If we have not the information on file, we will secure it. We rather favor the idea of having a list of manufacturers on file, together with their history, size of their plant, capacity, reputation, and other items of interest to the dealer who desires to place a contract for monumental work; and we would suggest that it would be a good plan for the National Association of Retail Dealers to take this matter up. It is our honest opinion that it would bring forth a better condition of affairs and better understanding between the retail dealers and the manufacturers. It would certainly help both the small or the large manufacturer who is anxious to turn out a good quality of work, and make a concern who had no standing whatsoever in the trade, either as a manufacturer, or financially, take its proper position.

The following is a sample of a report which might be issued on a manufacturing concern just starting in: Jones & Smith, Barre, Vt. Occupy a portion of the Houghton Bros. shed. Started March 1st. Amount invested \$500. Employ two men. A. P. Jones, aged 34, members of the firm, has been a stone cutter for the past ten years. Last worked for Hill Bros. Co., where

(Continued on page 20.)

Exhibit of the Barre Evening Drawing School.



JOS. INDUNI,
One of the In-
structors.

We illustrate, among the items devoted to Barre news, reproductions of some of the drawings executed during the past year by some of the scholars of the Barre Evening Drawing School, and which were exhibited from June 24 to 29, inclusive. We have been unable to secure photographs of the models made by the members of this class, much to our regret. This school has been in operation for the past six years, and has had for instructors, A. Colombo, Joseph N. Induni, and C. Abbiatti. All of the instructors have studied in schools at Milano, Italy. The number of scholars during the past season was forty-five, among which were sixteen of American nationality, and the balance were Italians. All over fifteen years of age were charged \$1.50 per week, and the fee for the younger boys was seventy-five cents a week. According to the local paper, three particularly noticeable exhibits are the work of M. Pauluselli, M. Trovatore, a sixteen year old boy, and that of Pratt Troup, another boy of about the age of the other, all this work showing remarkable ability. Among others whose work brought mention, was the drawing of A. Ossola, P. Abbiatti, F. Garbette, August Ravelle, G. Brusa, Frank Prest, V. Giovolorno, C. Matson, A. Tossi, G. Gelpi, G. Abbiatti, A. Fontana, G. Managti, A. Gamboldi. All the drawings, both architectural and monumental, are made from models and objects, in pencil, ink, crayon, and charcoal. We have been acquainted with the workings of this school almost since the start, and we sincerely believe that it is doing more towards helping out the future of Barre

granite than any move that has ever been made. As we have many times drawn to the attention of those interested in the granite industry, the necessity of keeping up the standard of the work that is shipped out, that there may not be a time in the future when Barre granite work will be the name of an inferior class of monumental work. In the future there will be other places where deposits of granite will be de-



REPRODUCTION OF ONE OF THE DRAWINGS EXHIBITED
BY PUPILS OF THE BARRE EVENING
DRAWING SCHOOL.

veloped, which will become competitors of Barre, but if care is used in fostering such schools as the one above mentioned, Barre granite will become more famous than it is at the present time on account of the quality of the work turned out, which will be made possible by the higher education of the future granite cutters. (See pages 22 and 24 for other reproductions.)



A Striking Monument.

Nowhere in the world can be found a more striking monument than that erected on the shores of Lake Issy-Kul, in central Asia, in honor of the Russian general, Prjevalski, a famous explorer of that region. The tomb is hollowed out in the summit of a jutting cliff on the eastern margin of the lake, and the monument consists of an enormous rough-hewn block of gray granite, twenty-five feet high, over which is thrown a chart of central Asia.



REPRODUCTION OF ONE OF THE DRAWINGS EXHIBITED
BY PUPILS OF THE BARRE EVENING
DRAWING SCHOOL.

Models for the Soldiers' Monument to Be Erected at Syracuse, N. Y.

The two principal groups for the pylon of the Soldiers' Monument, to be erected at Syracuse, N. Y., at a cost of one hundred thousand dollars, were recently completed by the sculptor, Cyrus E. Dallin. The models show the "Call to Arms," which is to appear on the front of the monument. Upon the reverse side will appear another group, entitled, "An Incident at Gettysburg." The "Call to Arms" is, to a certain extent, symbolical. It represents the four arms of the service, and over the figures floats an allegorical figure waving the American flag. The other group

and the two men have worked together in perfect harmony. The central pylon will stand seventy feet high, and from its base rise four graceful, engaged columns, topped by a frieze and cornice; over which, in artistic sections, rises a globe, supported by four eagles. Between the columns, on the north and south sides of the pylon, will stand the bronze groups. On the east and west sides are to be stands of arms, flags, and other military and patriotic insignia, in high relief, and also in bronze. The pylon stands in the center of a raised platform, 150 by 50 feet, which is

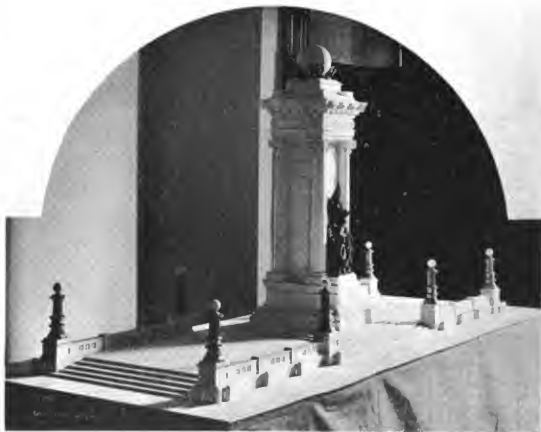


Photo copyrighted by F. H. S. Photographer.

MODEL OF SOLDIERS' MONUMENT TO BE ERRECTED AT SYRACUSE, N. Y.

represents an incident at the Battle of Gettysburg, during Pickett's famous charge, in which a local military company figures. During this charge, the regimental flag was shot away, and the color-bearer deliberately knelt down, while the shot and shell whizzed all about him, tied the flag to the pole, and once more waved it aloft. This group has been modeled by Mr. Dallin, in a very realistic manner, the group being full of action, and the symbolical group is also to be commended for the spirited way in which the figures are modeled, and one cannot help feeling the pressure behind which urges the figures to action. Mr. Dallin has been associated with Mr. Clarence E. Blackall, architect, in the designing of the monument.

approached from four sides by a wide flight of five steps. Around this platform is a Grecian balustrade, about three feet in height, and from the entrance end of each balustrade, rises a bronze lamp, some 19 feet high. The stone work will be cut from Barre granite.

The following was the method by which Mr. Dallin secured the award: The local committee selected a sub-committee of experts, consisting of C. Howard Walker, architect, Boston, and Messrs. French & Ward, sculptors. The principal sculptors of the country were invited to submit designs. Thirty responded. Thirteen were eliminated when the first designs were submitted; ten were eliminated in the second round, leaving seven to compete for the final honor.

Americans Are Monument Builders.

BY FREDERIC J. HASKIN.

If the erection of monuments expresses the gratitude of a nation, then the United States is a republic which cannot be charged with that traditional sin of republics—ingratitude. One of the youngest of nations, the United States has almost as many public

monuments as the oldest. The first monument to George Washington was unveiled in 1837, at South Mountain, near Boonesboro, Md. It was a structure of such soft stone, and was so badly neglected, that in 1882 only ten feet of the original pile was left standing. A movement to restore it was inaugurated, and the monument was raised to fifty feet and surmounted by an iron framework, reached by a stairway to the top. The monument was struck by lightning and half of it was knocked down, so that it now presents the appearance of an ancient ruin. Another movement to restore it has been started, and the Society for the Restoration of the First Monument to George Washington is now soliciting funds.

Perhaps the most pleasing feature of American monument building to the patriotic soul is that the ones now being erected are not all to honor the memory of some lately deceased hero or "boss," but that many of them are being put up in the dawn of the twentieth century to mark the appreciation of the age of electricity and trusts for the prowess of the pioneer



Cyrus E. Dallin, Sr.

GROUP FOR FRONT OF SOLDIERS' MONUMENT
TO BE ERRECTED AT SYRACUSE, N. Y.

memorials to its departed citizens as any other country on earth, and no country is building as many as America is to-day. From the Washington Monument at the Capital, the greatest memorial ever erected in honor of one man, down to the modest shaft of granite which marks the site of a historic spot in some now obscure wood, the United States is a country of monuments.

George Washington has been honored more often than any other American in this fashion at home, and European capitals are also setting up statues to the man we know as the Father of His Country. Seattle, the metropolis of the state of Washington, is preparing to put up a beautiful monument to Washington, to be unveiled on the opening day of the exposition in 1909. In New York City there are four public memorials to Washington.

The first monument erected to General Washing-



Cyrus E. Dallin, Sr.

GROUP FOR REVERSE SIDE OF MONUMENT TO BE
ERRECTED AT SYRACUSE, N. Y.

Americans. For instance, funds are being collected to build a monument to mark the site of the battle between General George Rogers Clark and the Indians

under Black Partridge at Spring Bay, Ill. Plans are almost completed for the building of a \$25,000 memorial to mark the site of the victory of William Henry Harrison over Tippecanoe at Battle Ground, Ind. The Braddock Monument Association is raising \$12,000 to buy the old Robinson burying ground at Braddock, Pa., that a suitable memorial may be erected on Braddock Field. Texas is to build a monument at Huntsville to Sam Houston, leader of her revolution, president when she was a republic, and senator after her Lone Star shone on the blue field of the stars and stripes.

Monuments are the expression of hero worship, and heroes are mostly made in wars. But America does not confine her bronze and granite adulating to soldiers and sailors. In Washington there are bronze memorials to Dr. Samuel Gross, the surgeon; to Prof.

and scientists have been thus honored, and the list is not closed.

The monuments erected on the great battlefields of the Civil War by the states, both North and South, to mark the position of regiments, and in memory of the dead, continue to multiply. Almost every village in the North has a shaft of granite or marble dedicated to the memory of its sons who gave up their lives in the struggle of the sixties. The Southern states are now building scores of such monuments, the delay not being caused by lack of patriotism, but because of poverty. The statues of Jefferson Davis and J. E. B. Stuart soon to be unveiled in Richmond, those being erected in New Orleans to Jefferson Davis and Gen. Beauregard, the movement for a monument to Gen. Hood in Baltimore, and the great monument to Southern Women of the Confederacy, to be erected



AZTEC MONUMENT, CITY OF MEXICO.

Joseph Henry, the scientist; to Hahnemann, the founder of the school of homeopathic medicine; there is a monument to Daguerre, the inventor of the photograph; and, in the Capitol and the Library of Congress, two bronze statues of Robert Fulton, the inventor of the steamboat.

The steamboat is 100 years old, and the Fulton Memorial Association has been formed to erect a memorial on the banks of the Hudson River, where Fulton's first boat was successful. The monument will cost \$600,000. Cornelius Vanderbilt is president of the association, and Mark Twain is vice-president. Samuel F. B. Morse is remembered by a bronze statue in New York. A movement has been started among ice manufacturers to build a monument at Apalachicola, Fla., to Dr. John Gorrie, inventor of the practical ice machine. In many other places great inventors

soon, are notable examples of monument building in the South. Statues of Robert E. Lee will be found in many cities of the South. At Fairfax Court House, Va., within trolley distance of Washington, stands a shaft of granite to mark the place where fell Capt. John Quincy Marr, the first man to lose his life in a conflict between regularly organized bodies of troops in the Civil War. In Illinois the Eleventh Cavalry is building a monument at Peoria, to its colonel, the late Robert G. Ingersoll. Gen. George A. Custer will be remembered at Monroe, Mich., by a beautiful statue.

In September the great McKinley Memorial at Canton will be dedicated by President Roosevelt. The monument to McKinley in Buffalo is one of remarkable beauty. President Roosevelt delivered the principal speech at the unveiling of the monument to Gen. Henry W. Lawton in Indianapolis on May 30.

Gen. Lawton was killed in the Philippines. North Carolina has already erected a statue of Worth Bagley, the only naval officer who lost his life in the conflict with Spain.

Monuments to statesmen who did not reach the coveted goal of the White House are many. Henry Clay, Daniel Webster and John C. Calhoun are remembered in many cities in their respective parts of the Union. Thomas B. Reed is to have a monument at Portland, Me. Seattle is to build a monument to William H. Seward, whom New York honored with a bronze statue many years ago. Alexander Hamilton, Horace Greeley, Henry W. Grady, Roscoe Conkling, and many others are similar instances.

Of the presidents, after Washington, Lincoln, Grant and Jackson have been honored with public monuments more often than any of the others. There are a few of the presidents of whom no likeness is preserved in marble or bronze, which is the only particu-

America to Simon Bolivar, the South American Liberator, to Garibaldi, and, of course, to our allies of the Revolution, Lafayette, Pinski, Rochambeau and the others. Two spies, who died on the gallows, are memorialized in bronze. Nathan Hale, executed by the British at New York, and Sam Davis, executed by the Federals at Pulaski, Tenn.

In the South there appears to be a growing appreciation of what the railroads and great railroad men have done for the development of the country. Employees of the Southern Railway are to erect a monument to the late Samuel Spencer, president of that road, in Atlanta. In Nashville, monuments will soon be unveiled to the memories of Col. Jero Baxter, president of the Tennessee Central Railroad, and to Maj. John W. Thomas, late president of the Nashville, Chattanooga and St. Louis Railroad.

These are but a few of the monuments now being built. Others that may be mentioned are those to



MONUMENTAL FOUNTAIN, CITY OF MEXICO.

lar in which the office of vice-president is more notable than that of the chief executive. There is a marble bust of every vice-president of the United States around the gallery of the Senate chamber, this being the American exception to the American rule which almost forbids such honors to the living. Levi P. Morton and Adlai E. Stevenson may walk in any day and look at themselves in marble, and the bust of Theodore Roosevelt will soon be added to the collection.

Authors and poets have not been forgotten. Longfellow is to be honored by a bronze statue in Washington. Richmond, Va., has appropriated money to build a monument to Edgar Allan Poe. Washington Irving is memorialized in bronze in Bryant Square, New York. The metropolis also has monuments to many writers not Americans, including Shakespeare, Cervantes, Burns, Walter Scott, Heine, Schiller, Thomas Moore; and to composers, Beethoven and Verdi.

As so many foreign countries have honored our Washington, it is fitting that there are monuments in

Gen. St. Clair, the first territorial governor of Ohio; to Carl Schurz, in New York; to Nelson Dewey, the first governor of Wisconsin, at Lancaster, Wis.; to the late Senator James McMillan, in Michigan; and so on. No list of the monuments in the United States has been compiled. It would be much longer than the average careless citizen would think if it could be made up.

It would also furnish a universal surprise, in that it would disclose that there have been more monuments erected in Washington to defeated and unsuccessful aspirants to the presidency than have been put up to honor men who have been President. There are monuments in Washington to Washington, Lincoln, Jackson and Garfield, who were presidents. There are monuments to George B. McClellan, Winfield Scott and Winfield Scott Hancock, who were defeated candidates for that high office, and to Daniel Webster and Gen. John A. Logan, who were credited with the ambition to become the chief magistrate of the land.

A Cemetery in Montevideo, South America.

Following is a letter written by Miss Helena Fergus:

"All Saints' Day is the grand decoration day of the cemeteries here. I paid my first visit to the cemetery the day after the 'Fiesta.' My impression of amazement and wonder was beyond expression. Come with me, dear sister, on a journey through this city of the dead.

"One enters a beautiful gate, a succession of marble pillars supporting an arch, a broad smooth road with green grass on each side, and many large eucalyptus trees, so appropriate for this place, for they seem just like a big growth of tears, groans and sighs. The whole tree is of a brown hue, the leaves hang, the bark is hanging in long shreds, and many of them

picture frame, over a yard in height, with a photo, mostly of some very homely man or woman, sometimes both, ornamented with hair flowers and silver flowers, all covered with the glass.

"One of the favorite designs for a monument is a large wooden cross with a big black heart, some nearly a yard across, in the center; some six inches and some two feet in size, full of flowers and a crucifix of brass, china or something else. Then overlooking the sea and overlooking the land, and, I suppose, in the middle of this great garden, is a perfectly round plane, ten feet in diameter. A foot inside of that is a fence of fine strong wire. In the center is a cross, on which is our Blessed Saviour, life size, surrounded by the most wonderfully horrid cacti,



CARVED STONE WORK AT FAMOUS RUINED CITY OF MITLA, OLD MEXICO.

together give the place a weird, uncanny appearance. This broad, beautiful road, after a twenty minutes' walk, takes you down a grassy slope to a small river which you cross on a bridge, and a short walk takes you to the sea, with rocks and waves dashing and splashing, but we must not stay here; we must go back again and look at the wonders. Everything is covered with flowers; real flowers and flowers made of beads and many of metal. Great purple pansies, nearly a yard across, down to the wee Johnny Jump-up. Great pictures under a convex glass, with a photograph, a small photo of a lady or gentleman, and lots of flowers all about it, until the picture frame, over a yard square, is quite full of ribbon, metal flowers, etc.

"Great wreaths of a bright yellow flower like a wee, little ball (gnaphalium). Lots of deep purple ribbon are in places. One tomb, a great marble plane, over ten feet square and two feet high, with many curiously shaped urns on top, all smothered in garlands of yellow, purple, or white and black flowers, and a

with ugly leaves about eighteen inches on top, coming to a point, resembles a heart, you know. Its thorns, its crooked, twisted branches, quite fill the inclosure. I judge it is six or eight feet high; partially screens the lower part of the Christ. Your blood runs cold when you gaze at this crucifix; oh, it seemed so full of life and so very dead!

"I will describe another, which is an antithesis of this: Just look at that pile of rough-hewn, red-brown rock, one side almost forms a basin, in which is tumbled a skeleton, life size, chained by the wrist. Perhaps it is meant to represent Tantalus; I don't know. The poor skeleton appears to have been there so long, that his flesh and lots of his bones, too, have become mixed up with the rock. This rock is on a base of the same kind of rock, square, with four smooth sides, and on each corner is a skull and cross bones, life size. And on the four sides is the same woman, with her face buried in her handkerchief, her head bowed; this is in outline.

"Another monument was beautiful. There stands a

door of a temple closed, a beautiful woman standing outside. Above is written *Yo y ella* (she and I). Another is a tall obelisk of white marble; near the top was a large eye, surrounded by an aureole. Beneath are large wreaths of flowers carved in the marble, and



STATUE OF INDIAN WARRIOR, CITY OF MEXICO.

inside of the wreaths are the signs of the zodiac in bas-relief, each sign five inches long.

"There are many most beautiful monuments. One very sweet, the bust of an old gentleman and the dearest little girl, dressed beautifully, with a great deal of fine embroidery on her skirts. She stands on her toes reaching with a flower to place it on the pedestal. Another is a handsome soldier running with a wee babe in his arms, his face so full of expression,—fear for the babe, and determination to save it. And life-sized angels with extended wings are many, some with five rows of machine stitching around their celestial robes (funny!). One of the terrible is a great rough pile of dark stone, with a winged angel on its face, which looked as though it were writhing in agony. I wondered why.

"What is this I see? A number of men walking very fast. Oh, yes, they have laid a loved one to rest. And here comes another party of men, over fifty, I judge, and they are bearing a casket, very plain, looks like oiled pine; all men, no women. I and others follow. The casket is lowered in the tomb with two straps. Several mourners throw a handful of dirt in

hurriedly, and all leave as rapidly and silently as they had come.

"It is growing late, and I must go. But not yet. Here comes another, a beautiful casket. This looks like mahogany. A priest follows, with a clerk, who carries a silver censer; it contains holy water. The priest looks very dainty in his deeply brodered cassock. They walked rapidly and silently to the side of the cemetery. There you see a wall which resembles a row of houses, with blind windows. Some are four stories high, and others five and six stories. The windows are arched on top, and about four feet in height. This wall reaches all across the front of the cemetery, from each side of the gate, and runs on each side for the distance of about two squares. One of the blind windows was knocked out, and before this the priest read from his book and sprinkled the holy water. A man stood on the inside, only his head and shoulders were visible. The casket was raised on a stand, another man jumped in the opening, and the casket was soon hidden from view. The two men jumped out and put back the bricks, and nothing but a blind window was there. Most of these windows



IONIC CROSS.

have over them the man's name and family, nothing more."

Miss Fergus devotes some space to a description of insects in South America, closing with a little thrill:

"I was sitting in my room, when horrors! there was a great tarantula, not more than two feet away, just stalking for me. I shooed him to his tarantula heaven."

SULLIVAN ROCK DRILLS

are most rapid and most economical of repairs in quarry work of all kinds.

Sullivan mountings, quarry-bars, gadders, tripods and Lewis Hole tripods permit great range of adjustment, yet are simple, easy to handle and substantial.



SEND FOR CATALOGUE 51-E D

Channeling granite with the Sullivan Drill and Quarry Bar, in C. E. Tayntor & Co.'s Quarry, Hallowell, Me.

SULLIVAN MACHINERY CO.

CLAREMONT, N. H.
NEW YORK
PITTSBURG

KNOXVILLE
ST. LOUIS
JOPLIN, MO.

RAILWAY EXCHANGE
CHICAGO, U. S. A.

DENVER
SALT LAKE
EL PASO

BUTTE
SAN FRANCISCO
PARIS, FRANCE

Editorial.

(Continued from page 12.)

he was employed for two years. Employers state that he is a good workman, and makes a specialty of carving and fine lettering. The partner, Charles Smith, aged 40, formerly worked for Hall & Co., where he was employed for three years. Last employer said he was a good workman, sober and industrious. Reputation of both members of the firm good. Prospects of success fair. This is given from an actual concern that has just started, and with which we came in contact on our recent trip. On the other hand, we can recall another concern which started into the business about the same time, where the following are the conditions. Of course, in each instance, fictitious names are given: A. L. Cook & Co., started March, 1907. Firm is composed of A. L. Cook and Charles Goodrich, neither one of which served his time as apprentice. The last employer discharged them on account of their spoiling stones upon which they worked, and as a last resort, they started for themselves. Cannot recommend them.

We are simply reporting upon the two grades of small concerns which start into the business. Of course, the reports upon the larger concerns would have to do with the size of plant, number of men employed, and the kind of work they have the reputation of turning out. There is no question but that this can be done, and would prove valuable to the retail dealer.



DES MOINES, IOWA.—Grant Markle has purchased a partnership in the Capital City Monument Company, succeeding R. S. Anderson, who will go to California for the betterment of the health of his wife. Mr. Markle has been with the O'Dea Hardware Co. for three years. The firm name will remain the same, and the partnership is now Sheriff & Markle.

CINCINNATI, OHIO.—Fisk Bros. have nearly finished the lyre, the emblem of music, which is to be erected to the memory of George Smith—"Smittie"—the famous band master and musician. It is the only one ever constructed of such large proportions, and of granite, standing ten feet high, the strings themselves being entirely relieved.

BATAVIA, N. Y.—Stockholders of the Worden Brothers Monument Manufacturing Company held their annual election July 10, and the directors chosen, the same as last year, are as follows: C. A. Worden, John M. Hamilton, W. M. Gilboy, R. C. Perkins, E. H. Price, B. A. Owen and S. E. North. All live in Batavia, excepting Mr. Owen, who is from Dansville. Directors re-elected officers as follows: President,

Mr. Worden; vice-president, Mr. Hamilton; secretary, Mr. Gilboy; treasurer, Mr. Perkins. It was reported that the business had increased in the past six months 33 per cent. over the corresponding six months of last year. Some additions, in the way of buildings and machinery to the factory, are coming. Two gas engines, aggregating 140 horse power, or double the capacity of the present engine, have been ordered. They are to be delivered in thirty days. A new air compressor has also been ordered. President Worden said that while no actual steps have been taken, it is proposed to begin at once on plans for 150-foot addition to the plant.

MONROE, WIS.—F. B. Luchsinger has recently installed a pneumatic tool plant.

SOUTH WHITLEY.—S. P. Paulus, for many years engaged in the monument business at Columbia City, has opened a marble shop at this place.

ST. LOUIS, MO.—The plant of the Pickel Stone Co. was damaged, June 25, by fire, to the amount of \$15,000.

The Washington Marble Works has partially changed hands, A. Walker taking the interest of W. E. Wilson. J. G. Groody remains and will have a third interest.

LOUISVILLE, KY.—A blaze, attributed to fireworks, July 4, destroyed a shed filled with marble, at Fourteenth and Walnut Streets, owned by Blatz & Krebs. It was covered by insurance.

WOOSTER, OHIO.—Daniel Bareus, aged 60 years, a member of the firm of Barcus & Chapman, Shreve, was standing on the Pennsylvania Lines Railroad, watching boys firing cannon crackers, and failed to hear an approaching train. He was struck and received injuries that will probably prove fatal.

FITCHBURG, MASS.—Timothy O'Sullivan, one of the oldest granite workers of this place, died July 2, aged 72 years. He leaves a widow, three sons and three daughters.

WEST BEND, WIS.—At a meeting of the directors of the West Bend Marble and Granite Works, held recently, John Homrig purchased the shares held in that business by the estate of the late P. W. Harns, and also those of Mrs. Lizzie Harns, thereby coming in full control of the business of this concern.

The West Bend Marble and Granite Works was founded by the late P. W. Harns, in 1875.

Mr. Homrig, who succeeds Mr. Harns in the active management and the full control of the business, is a young man, grown up in the business, having for nineteen years been connected with it. For the past four years he has been a stockholder in the West Bend Marble and Granite Works.

KAVANAGH BROS. CO.

QUINCY ADAMS, MASS.

... MAKERS OF ...

Memorials

... FROM ...

Westerly Granite

A Celtic cross is always desirable when well cut from Westerly Granite. Our illustration shows what we can do in this class of memorials.





C. W. McMillan & Sons have just installed a new surfacing machine. This is the second machine that they have installed within the past few months, and this, with their other equipments, should put them in a position to handle large orders very promptly.

Sweeney Bros. Granite Co., of Montpelier, have started work on the moving of their shed. They have



REPRODUCTION OF A DRAWING BY A PUPIL OF THE BARRE EVENING DRAWING SCHOOL. (See page 13.)

turned one end of the shed around. This, with the additions that they expect to make to it, will make a very nice shed for a small concern. This part they expect to sell in the near future, the other part they will retain for their own use.

Murley & Carroll, of Montpelier, have recently dissolved partnership. Mr. Murley will conduct the business alone, in the future, and Mr. Carroll expects to start business in Barre.

J. A. Martinson has been obliged to add more men to his force, in order to take care of the orders he is receiving. He already employs 18 cutters, and runs two polishing machines and a surfacing machine, but states that if his business will warrant he will keep adding both in number of men and new machinery.

Mr. Carroll, of the firm of Carroll & McNulty, has gone to the beach for a few weeks to regain his health, which is somewhat broken down, due to the hard winter's work. Their business is increasing all the time.

C. E. Tayntor Granite Co., with headquarters in New York City, have recently given up their office in this city and consolidated their business with the Hallowell Granite Co., of Hallowell, Me.

Sheriffs Bros., who formerly conducted a manufacturing business in this city, have just gone out of business.

Dillon & Haley, Montpelier, have under way at their plant a large column die monument, which is to be shipped to Illinois. This monument is one of the largest of its kind that has ever been cut in the Barre district, and will add to the many fine monuments that are being shipped every few days from this district.

The hot weather caused most of the cutting plants in Montpelier and Barre to shut down for two or three days, and this will, of course, put all of the manufacturers behind a little with their orders. The thermometer registered 90 degrees in some places, in the shade.

Novelli & Calcagni have their large plant nearly completed, and as soon as they can get started in it they will be able to take care of their business in a very satisfactory manner.

Phillips & Slack, of Northfield, are running their plant to its full capacity, in order to take care of their many orders. This firm is one of the most enterprising ones in the business, and we are very glad



REPRODUCTION OF A DRAWING BY A PUPIL OF THE BARRE EVENING DRAWING SCHOOL. (See page 13.)

to learn that they are having so much to do. Their plant is equipped with most of the modern machinery, and both Mr. Phillips and Mr. Slack are reliable and capable men.

Mills & Co., of Montpelier, have their books filled with orders, and report orders as being very good. They handle a great many small shipments, and are doing an enormous business in the polishing line.

JOSEPH NEWALL & COMPANY
QUARRIERS & MANUFACTURERS
WESTERLY, RHODE ISLAND
BLUE, PINK AND RED WESTERLY GRANITE

Perfection in
monumental
work is
attained only
by carefully
selected
stock and
the best
grade of
workman-
ship



The only
company in
Westerly
doing an ex-
clusively
wholesale
business
We never
compete with
the retail
trade

NEWALL QUALITY
"THE STANDARD OF TWO CONTINENTS"
AND THE
HIGHEST ACHIEVEMENT IN MONUMENTAL ART

At a recent meeting, held at Montpelier, between the granite manufacturers and the railroad officials, the question of the excessive freight rates from Barre to Montpelier was discussed. The Montpelier manufacturers desire to obtain a rate which will put them

Comolli & Co. have just received a large air compressor, which has been installed, and in order to do this they were obliged to shut down their plant for a few days in June.

Phillips, Findlater & Co. have a fair amount of orders, and are running full force. This will get their orders cleaned up, and they should be in a very good position to handle any new orders at the end of a very short time.

The Dewey Column & Cutting Works are operating their plant to its full capacity, and among their recent shipments was one large monument, all turned, which was shipped to Buffalo, N. Y.

Mr. Z. Macchi has a fair amount of orders on hand, and reports business as being very good. He has, as usual, a nice lot of carved monuments under way.

C. Bianchi & Son have lots of orders, and find business very good. They have under construction several big monuments and two vaults. They are hustlers, and are in a position always to handle their orders in a very satisfactory manner.

C. W. McMillan & Son are doing a large amount of business, and have under the hammer several large monuments, among which is one large cross monument, which is a very fine piece of work. It stands over 14 feet high, and is carved on the front in a very artistic manner.

Milne & Robinson have moved their cutting business from the E. L. Smith shed to their old quarters in Jockey Hollow.

MONTPELIER, Vt.—What is known as the Lynch stone shed, owned by the Ryle & McCormick Co., and leased by the Globe Granite Co., was, on June 16, sold to the Globe Granite Co. It is one of the modern



REPRODUCTION OF A DRAWING BY A PUPIL OF THE BARRE EVENING DRAWING SCHOOL. (See page 13)

on an equal basis with the Barre manufacturers. If the results of this meeting are in their favor they will be much better off in the future.

Harry Bertoli, who is now located in the Sweeney Brothers shed, has finally obtained from the Central Vermont Railway Co. their assurance that they will construct a siding to his land, near the Pioneer mills, and he will immediately commence the erection of a new plant, which is to be thoroughly well equipped with all the most modern machinery obtainable. Mr. Bertoli has been in the business several years, and is a practical and thoroughly capable granite cutter and carver. He has always employed the most skilled labor. Mr. Bertoli's specialty has always been carved work and statuary.

A. Anderson & Sons gave their employees a picnic at Caledonia Park, June 29, which was an affair to be long remembered. This is an idea which it seems would be profitable and helpful to all concerns, as it brings about a good feeling between the employer and the employee.

Beck & Beck are rushing at this time, and have had to install a new polishing wheel to keep up with their ever growing business.



REPRODUCTION OF A DRAWING BY A PUPIL OF THE BARRE EVENING DRAWING SCHOOL. (See page 13)

sheds, equipped with traveling derrick, air compressor, etc. It is capable of accommodating three gangs of workmen.

C. R. Scott & Co., whom we noticed in a previous issue as having purchased the manufacturing plant



"GRANITE, MARBLE AND BRONZE," AUGUST, 1907.

DIE 4-6 x 2-0 x 3-4
 BASE 6-0 x 3-6 x 1-8

PRICE:

Ipswich Granite A P E
 Quincy Granite A E E
 Concord Granite A P E
 Westerly Granite A I E





"GRANITE, MARBLE AND BRONZE," AUGUST, 1907.

DIE	3-6 x 1-8 x 3-0
BASE	4-4 x 2-6 x 1-0
BASE	5-5 x 2-7 x 1-2

PRICE:			
Barre Granite		A E V	
Quincy Granite		A T E	
Westerly Granite		A N E	



formerly occupied by Wells, Lamson & Co., have completed the repairs and added to the machinery, and early in June started their plant.

Rizzi Bros. have been turning out some very fine work during the year. They make a specialty of carved and hammered monuments. Extracts from letters received from this firm will prove the high standard of their work. From M. H. Rice, of Kansas City, Mo.: Work was satisfactory in every particular, and you certainly made a record for speed. My customers and myself were very much pleased with the modeling and carving of the lion. From Bianchi & Abbiatti, Pine Hill, Buffalo, N. Y.: We have delivered the Grill monument which we received a few days ago. We are very much pleased with the carving of the oak leaves especially, which we consider the best we ever saw. Enclosed please find check for \$10 more than you asked for the job. From the Piqua Granite & Marble Co., Piqua, Ohio: Enclosed herewith find our check for \$450, in payment of your account. We wish to thank you for the excellent workmanship of the monument. We appreciate such work.

In the various daily papers published in Barre and Montpelier have appeared from time to time items with headings as follows: "Contract let, W. E. Jackson will build United Quarries Company stone shed, Granite cutting at the Junction, United States Quarries & Granite Co. plans to open two new sheds in July. Plans include a large manufacturing plant at Montpelier Junction." We had occasion to interview the editor of one of the papers recently, and we questioned the advisability of publishing items like these without a very thorough investigation. This editor stated to us that it was a well known fact that these items were paid items, and not in any sense news brought in by their reporters, or written up by the editor. But, candidly, we have been unable to distinguish between what would be considered a news item and paid matter. There is nothing in the items that would show that the news was not gathered by some reporter, or written by the editor himself. To be sure, every one in Montpelier or Barre understands the situation fairly well, yet the items are misleading, as they do not all deal strictly with the truth of the matter. We would suggest to the papers in question that they place something at the bottom of such paid items to show that they are paid, for at the present time, people who are not in touch with the conditions, actually believe in them, and we know that the publication of items of this kind is an injury to the granite industry and to the business interests of both Barre and Montpelier. We know, from the standpoint of dollars and cents, that the items are very attractive to the publisher of a paper, and they cannot afford to let them go by, but we believe that there is more money for the publisher who will investigate the items in which there may be a shadow of truth, and tell the whole truth, and not deal with the outlines of a possibility.

MONTPELIER, VT.—The annual meeting of the Wetmore & Morse Granite Company was held July 16. At a meeting of the stockholders the following directors

were elected: F. M. Corey, Albert Johannott, L. P. Gleason, F. A. Dwinell and E. H. Deavitt; clerk, F. G. Wheaton; auditors, J. H. Lucia, J. B. Brooks and George L. Blanchard. At the directors' meeting, F. M. Corey was elected president; L. P. Gleason, vice-president; E. H. Deavitt, treasurer; Frank G. Wheaton, secretary and general manager. E. H. Deavitt was elected in place of W. E. Adams, deceased, and F. A. Dwinell in place of the late Col. F. E. Smith. The report of the officers showed a successful year and additional equipment at their quarry.

Frank Wheaton, as stated above, has been elected secretary and general manager of this company. He succeeded E. P. Coleman in the capacity of assistant manager, Mr. Coleman holding his position until certain matters were settled. Mr. Wheaton now becomes the general manager and secretary, as above, as one of the young men grown up in the business, and fully deserves the position which he occupies.

Dineen & Co. are showing contracts for some very handsome monuments, among which is one of a sarcophagus design, bottom base 9 ft. 3 in. x 6 ft. 5 in. x 1 ft. 4 in. The bottom consists of five pieces with heavy carved, well relieved upon the die. They have just shipped to Detroit what is known as the Ford monument, bottom base 8 ft. 5 in., die carved with inverted torches in each corner and fern leaves at the top of the base.

Cross Bros., Northfield, Vt., are employing in the vicinity of 75 men. They are operating five polishing wheels, two gangs of saws, and have in part of their equipment a machine shop for handling their repairs.

Mould & Davis, Morrisville, Vt., are employing 22 men all told and are fast outgrowing their present quarters. Both members of the firm are young men of excellent ability, and we predict that this concern will be one of the large concerns in the future.

The George Straiton Granite Company, recently incorporated at Barre under the laws of the state of Vermont, which includes John McDonald and Dan McDonald, who are also interested in the Consolidated Quarry Company. They will proceed to develop the deposit of granite located in Websterville in the vicinity of what is known as the Littlejohn & Milne quarry.

J. A. Healey, who has recently been employed as bookkeeper for the Consolidated Quarry Company, has resigned his position and been appointed superintendent and general manager of the Barre Granite and Quarry Company. Mr. Healey had been employed by some of the largest concerns in the business, including Milne, Clarihew & Gray, Barclay Brothers and the Boutwell-Milne & Varnum Company, and has every characteristic which would tend to bring him success in his present position. Although there are many features which would ordinarily be discouraging, yet these can be overcome by hard work and "stick to it."

J. O. Bilodeau, East Barre, is employing 13 men, and stated at the time of our visit, June 20, that he was in a position to assure prompt delivery of small

H. J. M. JONES, Pres.
JOHN E. SMITH, Treas.

ANGUS A. SMITH, Vice-Pres.
JOHN G. McLEOD, Supt.

WELLS-LAMSON QUARRY COMPANY

(Successors to Wells & Lamson Co.'s Light Quarry Interest)

BARRE, VERMONT

We solicit the patronage of all Dealers requiring a fine-grained Barre Granite. We are now equipping our quarry with a large Derrick hoist, Etc., which will enable us to fill orders promptly.

CUTS OF OUR QUARRY WILL APPEAR LATER

"THE PROOF OF THE PUDDING IS IN THE EATING"

Car shortage has troubled you greatly for several months. Do away with that irritator by sending your orders to us. Don't take our statement for it but try us and see.

GREARSON-BECKETT CO.

WILLIAMSTOWN, VT.

or large orders. The plant, as described in previous issues, is in excellent condition.

J. J. Sullivan, East Barre, makes a specialty of turned work, and informs us that he will add another turning lathe shortly, which will give him a chance to turn out round work much larger than the capacity of his present plant.

During our recent visit to Barre quarrying section, we inspected the quarry property of the Wells, Lamson Quarry Company, which company purchased the light quarry formerly owned and operated by Wells & Lamson. John McLeod, who is connected with this company, and is one of the most successful quarry men, has charge of the development of this property. They have recently added to their equipment a 50 h. p. engine and the largest derrick on the hill. The quarry property consists of 80 acres of land, only a small part of which is under development. A trip around the quarry property, which has been prospected to some extent, gives ample evidence of what is below the earth, and this promises in the future to be one of the largest quarries, where large quarries are common. That part of the property under development is growing every day and improving, an indication of what can be done at the present time. Just previous to our visit they had quarried a shaft 3 feet 4 inches square x 37 feet 6 inches long.

The Consolidated Quarries Companies quarries are fast assuming excellent condition, under the management of Fayette Cutler, who has long been engaged with the granite industry, but only lately in the capacity of quarry manager, and shows what can be done by push, perseverance and intelligence. It is somewhat of a problem to keep one quarry working, so that it may be a producer at all times, but when it is five or six quarries, the problem increases in proportion. What is known as the Quarry No. 5 is in ex-

cellent condition, and shows the result of hard work and intelligent handling. What is known as the Innes & Cruickshank quarry, and designated, we believe as Quarry No. 3, is fast being brought into excellent producing condition. Plans have been laid for developing the adjoining property, which will eventually be done and combined with Quarry No. 3, which will give an opening sufficient to give a very large output during the years to come. Quarries Nos. 1 and 2 are deeper than the above-mentioned quarries, but all are being pushed to the limit. It is the policy of the company to broaden out the surface, so as to allow for quarrying anything within reason at all times. With this idea in view a large amount of money will be expended upon new equipment during the next few years. This company had a special meeting of the principal stockholders on June 20, called for the purpose of considering improvements. Mr. Owen of Dansville, N. Y., C. A. Worden of Batavia, and F. M. Lupton of New York, attended the meeting, and were very much pleased with the showing of the company at the present time.

George Walker & Sons recently added a No. 10 x 10 Ingersoll-Rand air compressor and an Oldham surfacing machine.

C. Bianchi & Son is showing a contract for a very fine cross monument, and at the time of our recent visit had under the hammer four vaults averaging in prices about \$3,000. They are employing four gangs of workmen.

A. Anderson & Sons are employing 50 men all told; have just installed a new air compressor, capable of delivering 314 cubic feet free air per minute; are also installing a new Oldham surfacing machine.

L. G. Wiedner is one of the recent visitors to Barre, placing orders for monumental work.



We all know the fable of the Hare and the Tortoise—
We know how that race resulted, but everyone will admit that the Hare would
have Finished First IF IT HAD CONTINUED RUNNING.

THE
"DALLETT"
PLUG
DRILL

Works Fastest and Works Steadily—that's why it leads.

Write for Bulletin

THOS. H. DALLETT CO.

23rd and York Streets,

PHILADELPHIA, PA.

Novelli & Calcagni expect to be in their new shed by July 1. This shed has been described in previous editions, and will be thoroughly up to date in every way.

C. W. McMillan & Sons are employing thirty cutters, all told; recently installed a new surfacing machine. Among their recent contracts is a sarcophagus monument, elaborately carved, bottom base 9 x 6, total height of 7 ft. 4 in. when completed; also a cross job with carved poppies at the base.

F. W. Feagan, who was formerly with E. Abbiatti & Bro. and left this section to establish himself in the retail business in the West, has returned to his old position. Mr. Feagan was a member of the firm of W. J. LeBaron & Co., Lorain, Ohio. On account of labor troubles the business of the concern fell off so much that it was considered advisable to dissolve.

Rizzi Bros. are employing 52 cutters all told, and have a shed full of carved work in various stages of completion. They are showing contracts for a number of handsome jobs, among which is one showing a life-size figure of a woman standing by the side of a tablet 9 ft. high when completed. Aside from this there are many other contracts, too numerous to mention in detail.

Adie & Milne have a new air compressor in position and have at last completed many improvements which have been under way. They are employing 20 men, all told, and report a satisfactory business.

Littlejohn, Odgers & Milne have many large contracts under headway, among which are two spires, 2-6 x 27, three mauseolems, one monument calling for bottom base 10 x 10, a lot of turned work, and monumental work of every description. They are employing 33 men, and report a very satisfactory business.

Bonazzi & Bonazzi have under headway, among other work, a handsome boulder monument, with angel in relief upon the front. They are employing two gangs of men and report business satisfactory.

The Globe Granite Company are employing two gangs of cutters and are prospering under the management of N. J. Glass. Among the contracts shown was one calling for a carved monument, bottom base 10 feet x 6 feet 9 inches.

Among the retailers recently visiting this point was E. E. Hubbell of Cambridge, N. Y.

Mr. Hobson of Hobson & Co. of Saginaw, Mich., was placing orders for monumental work. Mr. Hobson is figuring on adding to his plant a ten-ton traveling crane.

LeClair & McNulty have recently located in their new quarters, which gives them more room and other facilities.

C. A. Kennedy, Montpelier, who for some time represented F. S. Carey & Co., is now conducting business under the name of C. A. Kennedy Company, granite purchasing and forwarding.

A recent visit to the quarry of J. K. Pirie showed it to be in better condition than ever before, the bottom of the quarry well cleaned up, showing good sheets of granite, from which stock is being quarried. Considerable progress is being made towards the development of the top of the west side of the quarry, well-defined sheets being shown in the present opening, extending upward about one hundred feet, giving indications of what there is ahead of him in the new opening.

Melver & Matheson, of which Mr. Mclver is the sole member, have made rapid progress in developing the quarry under almost hopeless conditions. It is now in a splendid state of development, and according to the trade produces the best grade of medium stock, and in quantities which keep pace with any quarry on the hill.

The partnership existing between Littlejohn & Milne in the ownership of the quarry has been dissolved, and Alexander Milne will continue the business. It will be remembered that the firm of Little-

Surfacer Tools

BUSH HAMMERS



Made in 3 sizes, 1 1-4 in. opening for cuts for small surfacers, 1 1-2 in. and 2 in. for large machines. Shanks to fit any machine on the market.

Blades interchangeable. The opening for the cuts in every hammer we make is machined to a standard gauge with an error limit of 1-1000 of an inch. The bolt holes in both cuts and jaws are drilled in jigs. By the use of this method we can furnish extra sets of blades at any time and guarantee them to fit.

TOOTH CHISELS

Made of 1 3-8 in. square steel for small and 1 1-2 in. for large machines. Nothing but the very best of material used. Catalog giving further information and prices on request.

TROW & HOLDEN

BARRE, VT.

John & Milne was also engaged in the cutting business. This firm sold the cutting end of the business to Littlejohn, Odgers & Milne, under which name it is conducted at the present time. This partnership has been in existence for years and has done a very successful business. The quarry, which is an excellent one, has always been under the management of Mr. Milne and will be conducted on the same lines as heretofore.

It would certainly seem that one Joseph Poland was not born to be killed by powder or dynamite, for he passed through an experience which very few men have lived through successfully. Poland was engaged by Jones Brothers Company at the quarry. He was engaged in putting a staple in the door of the powder house, in which was stored eight kegs of powder and a box of dynamite. This staple had been made to order in the blacksmith shop nearby and was red hot when inserted in the door, to which it set fire, and in its turn exploded the gun powder and dynamite. Poland's memory does not serve him any further than putting the staple into the door. After that there is a blank space, and those who were in the vicinity heard a prolonged roll like thunder, and a large pile of granite blocks came rolling down the hill upon which the powder house was situated. The trees were scorched, and the grass caught fire. Poland's clothes also became ignited. The fire was extinguished, and when Poland was found, although staggering, he was able to walk. An examination showed there was absolutely no injury save the burning of the hair of his head and the scorching of the flesh of his face and hands and the shock to his nervous system. There was no damage to the quarry property, as the powder house was situated some distance from it, as is the custom.

Mystery of a Monument.

A rough shaft of marble, unmarked by an inscription, stands in an enclosure near the dwelling of a prosperous farmer living in the eastern portion of Henry County, Tennessee, and its presence and significance, and the means by which it was transported and erected, have been long a source of speculation and mystery to the neighborhood, until the shrewdness and persistence of an inquiring drummer revealed the secret.

This man was traveling in that section when the shaft caught his eye and aroused his curiosity. Stopping at the house for the night, by closely questioning one after another of the family, he succeeded in getting the true history of the stone and learned the motive that caused it to be placed where it stands. The farmer was much given to study and meditation over the questions of religion and conceived the idea of writing his views for the instruction and salvation of mankind. After a night of this labor, the man fancied that the Saviour appeared to him, approved his work, promised to visit him again in the course of his labors, and departing, ordered the farmer to mark the site of this, his last resting-place on earth. This he lost no time in doing, for the next morning he took his wagon to the lime kiln, which for genera-

tions had afforded to the neighborhood marble of the most durable nature for foundations for houses and barns, gravestone and lime, where he quarried an immense slab, which, rudely dressed, he set up on the site where he fondly imagined the Saviour had rested, and where it now stands as a monument to the credulity of the man and a source of mystery to the traveler.

The Condition of the Granite Business.

The following reports, from June 20 to July 1, will show the condition of the granite industry at that time:

ALBANY, N. Y.—Business very dull. On June 24 the Flint Granite Co. laid off five men. On June 26 all cutters were sent home for a week.

BARRE, VT.—Trade prospects have not broadened during the past month; there are a number of men out of a job, but this is always so. Our own observation would go to show that business at Barre is in fair condition.

BALTIMORE, MD.—Business very dull. It is the opinion of the correspondent that none of the yards have much work on hand, except F. E. Graham, who has quite a good sized job.

BRIDGEPORT, CONN.—The Jackson Steam Stone Co. were not employing any men on June 26. Hughes & Chapman were employing about the usual number of cutters.

CHARLESTON, S. C.—All granite cutters employed, but none wanted. The work on the job at the Navy Yard is employing about 15 men and two surfacing machines, but the end of this job is in sight.

CINCINNATI, OHIO.—Business very brisk; all men employed.

CLARK ISLAND, ME.—Nothing doing, and the outlook not good.

CLAYTON, N. Y.—The Picton Island Granite Co. is shipping considerable rough stock to New York. All men employed.

CLEVELAND, OHIO.—Business good, all men employed. The new Court House, over which there has been so much controversy as to material to be used, has been settled in the favor of granite. The contract was signed and ground broken on June 17.

CLYDE, OHIO.—Business good.

CONVERS, GA.—Business good; all men employed. Correspondent adds that the Bradley Granite Co. seems to be a pretty strong firm. They have a yard here, and one at Lithonia, and one at Atlanta.

FITCHBURG, MASS.—Granite business pretty near to a standstill; out of 30 men only 16 employed.

GRANITE, OKLA.—Apparently plenty of work at this point. The Apache Granite Co. have just started. The Rugeles Granite Co. have nearly finished a new shed, and are expecting to go to work at once.

GRANITE HEIGHTS, WIS.—Business good.

Specify KLONDIKE STOCK at all times
Blue White Westerly Granite
FROM THE FAMOUS KLONDIKE QUARRY
 OWNED AND OPERATED BY THE
GOURLAY GRANITE WORKS



THEO. R. HELB MAUSOLEUM, PROSPECT HILL CEMETERY, YORK, PA.

Cut from our BLUE WHITE WESTERLY GRANITE by The N. E. Granite Works, Westerly, R. I.

The most suitable stock for all kinds of monumental work quarried in Westerly or New England, and the only firm in Westerly that makes a specialty of rough stock for the trade. Wholesale prices to one and all, equal treatment to each customer.

In addition to our KLONDIKE stock, we furnish the old

WESTERLY BLUE STOCK WESTERLY PINK STOCK WESTERLY RED STOCK

AT WHOLESALE PRICES TO DEALERS

FOR PRICES APPLY
TO

GOURLAY GRANITE WORKS

WESTERLY,
RHODE ISLAND

GRANITE QUARRY, N. C.—Business falling off.

HARDWICK, VT.—Business dull. Nothing doing in anything, except the monumental end of the granite business. Building contracts all completed, and waiting for another job.

LITHONIA, GA.—Business poor. About one-half of the number of cutters at this point are leaving, not much prospect of improvement.

MILFORD, MASS.—Prospects bright, as the Cleveland, Ohio, Court House job, and one or two other small jobs, will be cut at this point. On June 26 there were about 200 men awaiting a job. Plants taken over by the Consolidated Company were all idle; no prospects for their being opened.

MILLSTONE POINT, CONN.—Business dull at this point. Henry Gardiner has secured a job and will start a few men.

NORTHFIELD, VT.—Building business dull; monumental business good.

QUINCY, MASS.—Business in fairly good condition.

RAYMOND, CAL.—All men employed, but no new ones wanted.

ROCKLAND, CAL.—Business dull. Two firms have recently equipped their quarries with electric power.

SAN FRANCISCO, CAL.—Business dull, in both monumental and building work. Monumental work at the cemeteries greatly handicapped, owing to the strike of the carmen, which prevents prospective purchasers from visiting their lots in the cemeteries, to purchase new work. Only one job of any account on hand at the present time; that is, the repairing of the Hibernia Bank.

SEATTLE, WASH.—Men idle on account of inability to get stock from the quarry.

SPARTA, GA.—The Georgia Rough and Cut Stone Co. have recently put on a few men and are making preparations to do a large business. The Georgia Quincy Granite Co. are cutting considerable building and street work.

SPRINGFIELD, MASS.—The monumental business was never better.

STONE MOUNTAIN, GA.—Venable Bros. are employing four gangs of men; prospects good. They are cutting the granite for the Atlanta post office basement, and also the granite for the court house at New Orleans, which is six cut work.

ST. CLOUD, MINN.—Business good; all firms apparently have plenty of work. Joseph Lillquist has raised his shed, put in a traveler, surfacing machines and new air compressor.

VINAL HAVEN, ME.—Business improving. The granite for the Fine Arts Building, in Boston, to be cut from Stonington granite at this point.

WESTERLY, R. I.—Business dull. Quite a number of cutters leaving.

Of course, conditions may have changed since above reports were made. But it should have been at its best between the dates the reports were made.—*Exchange*.



Business in Quincy at the present time is rushing. Every manufacturer seen had the same report to make. New orders have been very plentiful, and everybody has got their share of them. In spite of the smile that some people had at the statement that the unseasonable and cloudy weather the early part of June had retarded business, it is a fact, nevertheless, that as soon as real summer weather arrived, business began to pick up. It has been rushing ever since. Although new orders have been plentiful, the majority of them are for medium sized work, there being but few, or what might be called the larger jobs, among the new work. Some large work is being cut, however, as will be seen by consulting the columns of this journal for the past few months.

C. A. Swingle & Co. report that they have received a large number of new orders the past month, all of the medium size kind, and that they are very busy. They are also shipping considerable of their shipments, averaging three carloads per week. Their finished work goes to all parts of the country.

Smith & Marshall have a large amount of finished work in their yards, awaiting shipment to various places, and the next few weeks will see the most of it on its way to its destination. They have a good amount of new work on hand.

George Ruxton was not in his office when your correspondent called this month, but his clerk said that he had plenty of work on hand. Their new orders include several sarcophagus jobs. In their yard, about ready for shipment, was a very handsome all polished job, consisting of two bases and a die. The bottom base was 8 x 6.

The Columbia Granite Co. report business as being about the same with them. They have a fair amount of new work on hand, but nothing that calls for special mention. They have a very attractive pink granite job in their yard, all ready for shipment.

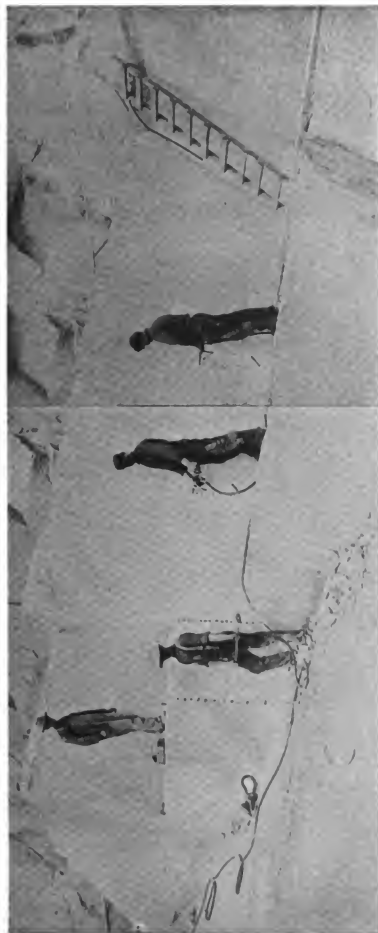
FALCONER & CO. Quincy, Mass.

QUARRY OWNERS

OWNERS OF THE FAMOUS MCKENZIE & PATTERSON QUARRY PRODUCING

EXTRA DARK QUINCY GRANITE

We can fill your orders for rough stock of any size in reason



The sheet of granite illustrated is one of a series starting from the bottom of the quarry. The sheet shown is about 15 x 25

Joss Bros & Co. have several very handsome Western jobs at their plant in process of completion. They also have several Quincy jobs that are to be all polished. They report that business is unusually good with them.

McDonnell Bros. have a good line of work on hand, and are fully as busy now as they were during the rush season, just before Memorial Day. They have nothing out of the ordinary run among their new work.

Kavanagh Bros. Co. have some very handsome Western jobs under way at their works, both in the white and blue. They make a specialty of Western granite, although any granite desired by the customer is furnished. Mr. Kavanagh reports no let up in business, and that new orders are plentiful.

Clark & Pearce are cutting a very handsome sarcophagus job at their plant on Gilbert Street. It is of extra dark Quincy stock, and will be all polished. The family name appears in raised letters on the face of the second base. The bottom base is about 6 x 4. They have received their share of new orders the past month.

Hughes & Johnson have a very modernly equipped plant, and are fully prepared to handle anything in the shape of a monument that comes their way. It matters not whether the job be large or small, the same amount of care to detail is given. To this is largely due the success that has met their efforts. They have recently booked a good bunch of new orders.

Deacon Bros. report that they have more business on hand at the present time than ever before, and that they anticipate no let up in business until late in the year. The rush is especially noticeable at their polishing mill, where it is almost impossible to get the work out fast enough, for beside their own work, they have a large amount to do for neighboring firms. During the past few weeks they have been successful in booking a large number of new orders. While a larger part of these are of the medium size kind, there are some that are good sized jobs. One of the latter is an all polished sarcophagus, the base of which is 9 x 6. The cap is moulded and carved. Then they have a lot of Western work.

Birnie & Diack report that business continues to hold good with them, and that they have plenty to do, and see no indications of a let up. Previous to the first of July, business was getting to be a little quiet, as far as new work was concerned, but since that time Mr. Diack says that it has suddenly braced up, and that new orders for the past few weeks have been very plentiful. While the majority of new work calls for medium size memorials, this firm has considerable work that is above the average, and nearly all of their Quincy stock work is to be polished.

Joseph Walker, of the Aberdeen Granite Co., says that they have plenty of business on hand at the present time. Never was it better at this season of the

year than now. Although having a lot of work, they have nothing that is out of the ordinary run. Just medium size work, and a lot of it.

The Quincy Column Turning Co. have a large building job order on hand at the present time. The job is of North Carolina granite, and the job is for a city in that state. They have no facilities for polishing and turning there, and the rough stock was shipped to Quincy to be cut, turned and polished. In the job are four columns, 3-2 in diameter, and 14 feet long. There are also 300 balusters, 8 inches in diameter, and 2 feet long, with caps and bases. In addition to this, they have a lot of other turned work to get out.

McGilvray & Jones continue to hold their own with other firms of the city, and report that business has started up considerable during the past month. They have considerable work on hand at the present time.

Alexander Falconer & Co. report business as good, and that they have booked a number of orders for good sized jobs recently. The outlook for the balance of the season is very promising. Mr. Falconer has joined the ranks of the automobile enthusiasts, and greatly enjoys the recreation that motoring gives.

The long-needed and waited-for improvements in shipping facilities at the Quincy Adams Depot do not seem to materialize as fast as the shippers would like. The railroad say that they have placed orders for the machinery, and that as soon as it arrives it will be installed.

D. E. Cameron has just booked an order for a handsome soldiers' monument, to be erected at Babylon, L. I., to the memory of Captain Joel Cook. The monument consists of three bases, die and cap, the whole surmounted by four polished balls. The bottom base is 5 x 5, and the total height, 10-6. On the face of the third base, in bas relief, are crossed guns. In a panel on the face of the die in raised letters are the words "Captain Joel Cook." Below this, in sunken, gilded letters, is the inscription:

"To honor and perpetuate the memory of Capt. Joel Cook, a brave soldier, who served in the American army throughout the Revolutionary War, and who also recruited and commanded a company in the War of 1812. Born in Wallingford, Conn., Oct. 12, 1760; died in Babylon, L. I., Dec. 8, 1851. His patriotism, heroism and many virtues merit emulation by the present and future generations."

On the face of the cap are crossed swords, in bas relief.

This firm also has an order for an all polished job with a bottom base 7 x 4-6. They also have quite a lot of orders for smaller work.

A. M. Dean & Co. report that they have a large amount of work on hand at the present time, and that the indications are that the bottom of business, which a few weeks ago seemed to have dropped out, has come back into place again. Although they have a large number of new orders on their books, they have nothing out of the ordinary that demands especial mention.

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GRANITE AND MARBLE POLISHING MACHINERY
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**5 AND 7 DORCHESTER AVENUE EXTENSION,
BOSTON, MASS.**

Agent Driscoll, of the Merrymount Granite Works, reports that they continue to be busy, and that they have quantities of work of the smaller and medium size kind on hand. They are also very busy both at their quarry and at their polishing mill.

Prout Bros. have commenced active operations on the erection and installation of their new plant. Some of the old sheds have been torn down and the ground is being cleared for the new buildings which will include cutting sheds and polishing mill. In their office it was said that business was unusually good. In fact, the condition of business was greatly ahead of what it was last year at this time. They have many orders on hand for medium sized work.

William T. Spargo keeps on in the even tenor of his way, and finds no difficulty in keeping his usual complement of men at work. Just at present he is making a specialty of pink, red and blue Westerly granite from his own quarry. He continues, however, to furnish Quincy, and, in fact, any stock that the customer desires. Name the granite you want and you get it here.

Forbes, Craig & Co. have several good sized jobs on hand at the present time in addition to the usual amount of orders for smaller monuments. Among

their jobs of the larger size is a white Westerly sarcophagus, with a 7 x 4 base. They also have an order for a smaller sized Westerly job, which is to be elaborately carved.

Milne & Hector report that they have more orders on hand at the present time than ever before at any one time. The week that your correspondent called upon them they had booked three car loads of orders, which is going some for one week. Much of their work is of the medium size, although they have some orders for the larger size monuments.

J. S. Swingle, the "extra dark" man, is having a large run of orders for his superior stock, and it is being shipped all over the country. Since he commenced to place his stock on the market the demand for it has been on the increase, so that to-day it has an established reputation for being one of the best extra dark stocks quarried in Quincy. Just as soon as he gets his medium quarry in operation he will have an unexcelled supply of both dark and medium stock. Work on the improvements at his quarry, outlined in a recent issue, are progressing favorably.

Although James F. Desmond is situated a little off the line, a visit to his plant will repay people looking for just the firm to place their order with. Some

good samples of the work turned out by him are on exhibition at his plant, and they speak for themselves, of the quality of work turned out. Just at present he is hard at work upon several good sized jobs.

T. F. Mannix reports that he has been fully as successful as other firms during the past few weeks, and that he has secured quite a few of the orders they have been going about trying to find a place to be cut. Having his own polishing mill, as well as his own quarry, he is able to quote exceptionally low prices.

Returns from the two shipping terminals for the month of June show that the shipments of granite that month were not quite as large as on the previous month. The total for the month was 11,302,595 pounds. Of this amount, 5,852,620 pounds was forwarded from West Quincy, and 5,449,975 pounds from Quincy Adams.

Luther S. Anderson, of the Granite Railway Co., reports that business at that plant is rushing at the present time. Not only have they a great many orders for monuments of various sizes, but they have a greater number of orders for their extra dark stock, which is admitted to be among the best quarried in the city. Among their orders for monuments, they have nothing worthy of special note.

The granite cutting plant of McDonnell & Sons was damaged to the extent of \$4,000, by fire, on the night of July 18. The fire started in the blacksmith shop, and owing to the dryness of everything, spread like tinder. One section of their sheds was destroyed and a large number of pieces of finished stock in the yards was ruined by smoke and water.

Proposed Monuments & Monumental News

MILWAUKEE, WIS.—The Phil Sheridan Monument Association, to be organized with the purpose of building a \$75,000 monument and statue of the famous Civil War general, has been incorporated. A meeting will be called, at which the organization will be perfected by the election of officers.

The movement thus far has been one within the Irish Fellowship Club. The following members of the club were the incorporators of the association: John M. Smith, John Clifford, P. T. Barry, Alexander Sullivan, John Farson, Joseph Medill McCormick, the Rev. Maurice J. Dorney, P. H. O'Donnell, James F. Bowers, P. M. Hanney, Judge Edwin O. Brown, Col. John F. Finerty, Andrew J. Graham and Elbridge Haney.

The monument will consist of a marble base, with a cast of heroic size.

MADISON, WIS.—July 11, Gov. Davidson signed the bill, appropriating \$100,000 for the Vicksburg monument.

Two thousand dollars is being contributed by each of the thirteen original states, to build to each commonwealth a monumental section of the cloister adjoining the Washington Memorial Chapel at Valley Forge.

LEE, MASS.—The quartermaster general's office, July 6, awarded to the Lee Marble Company, the contract for the annual supply of marble headstones for erection in the national cemeteries. The contract is for 12,000 stones, at \$3.20 apiece. This contract has been held for several years by the Vermont Marble Company.

LYNNVILLE, TENN.—At a meeting of Lynnville Chapter, Daughters of the Confederacy, recently, it was decided to erect a monument at this place, to the Confederate soldiers of Giles County, work toward that end to begin at once.

WASHINGTON, D. C.—It was practically decided to erect the statue of Christopher Columbus, which will cost \$100,000, in the centre of the plaza, in front of the new Union Railway Station, where it was originally intended to place a large fountain. It is understood that the selection of this site was at the solicitation of the members of the Knights of Columbus, which organization was responsible for the act of Congress appropriating the money for the statue.

The Wisconsin Senate has passed an appropriation of \$100,000 for a monument, to be erected in the Vicksburg National Park.

The Shelbyville, Ill., county board of supervisors voted \$10,000 to build a soldiers' monument, to be erected in the public square.

LEWISTON, ILL.—The Lewiston Monument Association, formed for the purpose of erecting a soldiers' monument, is made up of the following: J. J. Johnson, chairman; A. J. Stules, secretary; C. V. Griffith, J. D. Breckenridge, M. K. Dobson, O. M. McCumber and W. S. Strobe.

The association now has \$886 in sight for the erection of this monument.

INDIANAPOLIS, IND.—It is not likely that the Wallace Monument Commission will be able to accomplish much toward placing a statue of Gen. Lew Wallace in the Capitol at Washington before next September.

The commission has not yet met for organization. It is composed of William H. Fox, director of the Herron Art Institute; Allen Wood, an Indianapolis attorney, and Capt. Megrew, chief of the Capitol police at Washington.

TERRE HAUTE, IND.—The Vigo County Monumental Association is preparing to ask for bids for the

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<p>CLARK & PEARCE Gilbert Street . . Quincy, Mass.</p> <p>QUINCY GRANITE MONUMENTS</p>	<p>QUINCY GRANITE MONUMENTS</p> <p>Columbia Granite Work QUINCY, MASS.</p>	<p>MCDONNELL BROS. 251 Water St. . . Quincy</p> <p>QUINCY GRANITE MONUMENTS</p>
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<p>SPACE FOR SALE</p>	<p>Forbes Craig Co. Quincy, Mass.</p> <p>QUINCY GRANITE MONUMENTS DIES AND BASES SQUARED AND POLISHED PNEUMATIC TOOLS AND DRESSING MACHINES</p>	<p>SPACE FOR SALE</p>

construction of a soldiers' monument in the court house yard in Terre Haute. Estimated cost, \$36,000.

ST. PAUL, MINN.—C. B. Heffelfinger, Minneapolis; H. T. Bevans and R. L. Gorman, of St. Paul, and Matthew Taylor, of Anoka, have been selected by Gov. Johnson, to act as a commission and erect a monument and replica for Col. William Colville, of the First Minnesota. The last legislature appropriated \$10,000 for the monument and replica.

PHILADELPHIA, PA.—The plans, which have been prepared for the Thomas Jefferson Memorial Association of the United States, provide for a building of considerable proportion and of classic architecture, the Parthenon at Athens having been the design accepted. It is estimated that the cost will be \$500,000. The plans are by Charles Balderson, architect, and model by John Barker.



WOODBURY, Vt.—The Woodbury Granite Company has just secured the contract to furnish stone for the steps and platforms around the exterior of the Iowa State Capitol, at Des Moines, to replace a soft stone which has become worn.

They also have the contract to furnish the trimmings and other outside work on the new Homopathic Hospital Building at Pittsburg. Both of these jobs are to be finished by them in their Woodbury Gray Granite.

FREDRICK, MD.—An attachment was issued, July 12, by the Frederick County Court against the Mar-Virginia Development Company, which operates marble quarries near Union Bridge, for \$2,366 in favor of Frederick A. Wright.

The company was organized under the laws of West Virginia, and has operated the quarries for nearly two years. Mr. Wright claims that he was promotor of the company, and that it is indebted to him in the amount called for in the attachment.

MILWAUKEE, WIS.—The Milwaukee Monument Co., which has recently had its name changed to the American Granite Co., has just received an order to supply 75,000 square yards of paving block for the Chicago City Railway.

About 850 cars will be required to transport the shipment.

The company's quarries are in Waushara County, where they have been in operation for about five years.

The company employs over 300 men. The Milwaukee Street Railway, the Milwaukee-Northern Road and the Chicago-Milwaukee Electric Road have placed orders with it for granite blocks, to be laid in Milwaukee.



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LLANO, TEXAS.—The work on the large granite works of Frank Teich Co., recently incorporated for \$1,000,000, is now actually under headway. A spur on the track is being laid to the quarry, a mile and a half from the main line. When completed the new plant will employ in the neighborhood of 300 men.

ATLANTA, GA.—Southern Marble Co., incorporated June 27, with \$300,000 capital stock, and privilege of increasing to \$1,000,000, by W. S. Lincoln, Marble Hill, Ga.; O. W. Norcross and Henry J. Cross, both of Worcester, Mass.

LOCH RAVEN, MD.—Baltimore County Marble & Trading Co. is installing plant for quarrying marble. John Gilmor is interested in the company.

SYCAMORE, ALA.—T. J. Scott & Sons, Montgomery, Ala., are planning to develop another quarry on their marble properties near Sycamore.

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most particular kind
to cut to make it
look well. We know
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Advertisements, not exceeding 30 words, will be inserted under heading Situations or Help Wanted free of charge for subscribers to GRANITE. If replies are to come in care of this paper, send 25 cents to cover cost of postage, etc. Rate to non-subscribers 10 cents a line each insertion.

FOR SALE.—A good paying marble and granite business with a small stock of monuments, rough pieces, tools, etc. I have been running it for the last 13 years, and wish to retire from the stone business. It is located at Bakersfield, Kern Co., California. The only shop in the whole county. Population 10,000, county's population over 100,000, not counting the new colonies being formed now. For further particulars apply to

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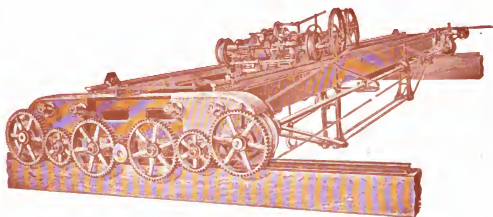
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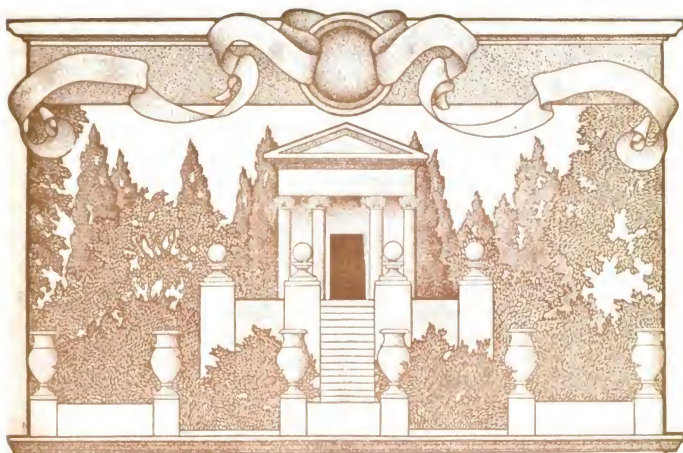
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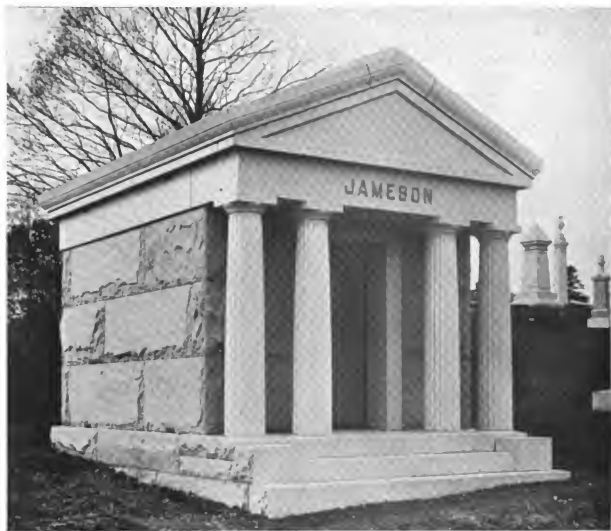
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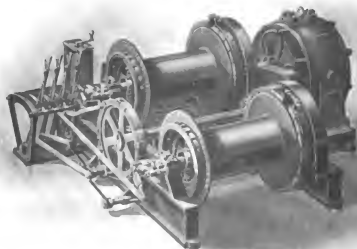
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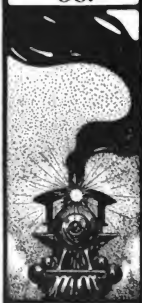
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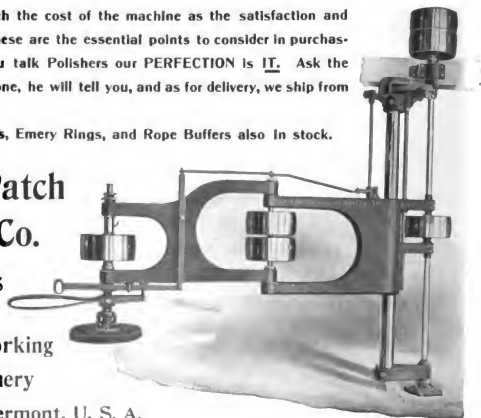
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Successor to Granite

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FIRST ANNUAL MEETING OF THE NATIONAL ASSOCIATION OF THE RETAIL MONUMENTAL DEALERS.

In another part of this paper we give our report upon the First Annual Meeting of the National Retail Monumental Dealers' Association. We herewith give our impressions without exaggeration or trying to gloss over any shortcomings. In fact, there were none. Everything connected with the three days' convention went off smoothly and satisfactorily, without a hitch, and it only shows what can be done if men in one trade are brought together upon common ground.

For instance, we learned that the Chicago dealers had never got together before; in fact, did not know one another, only by name, and perhaps had damned each other from time to time, and strange to say, yet not strange either, they were often found together talking the matter over, and four of them combined, as stated in our report, in giving the visiting dealers a chance to see a part of Chicago, and to break bread at their expense. We, ourselves, had experiences with dealers that we had known before through correspondence, not always satisfactory, and how many times we heard the remark made, "Well, we are mightily glad to know you. We have a better opinion of you than we had before; in fact, we thought you one of the most miserable individuals on the face of the earth. We gathered this from your correspondence, but now we have seen you, we do not believe you meant more than half you said, and we will have confidence in your doing the right thing in the future in case that anything turns up that we do not agree upon." In fact, we spent three-quarters of our time with a dealer who had, in the past, threatened to sue us. We found his company very agreeable, and we trust that this feeling was reciprocated.

We candidly believe that every one who attended the convention was helped thereby. The general tendency of all members present was towards improvement and elevating the business to the standpoint where it belongs, and certainly there is not a business that requires elevating so much as the retail monumental business. This matter of believing your

competitor to be a villain and a thief merely because he does not think the way you do, should be buried out of sight. We are well aware that this cannot be done entirely, but we believe that it can be eliminated to a large extent by meeting together, and talking it over. Of course we are well aware of the impossibility of every dealer, from all over the country, attending meetings of this kind. It would be impossible from several different standpoints, but we know that it would be possible to form state organizations, and these organizations send delegates to the meetings of the National Association, and the members of the state organizations outside of the delegates who cared to go, would also have the privilege of attending.

The dealers who attended the recent meeting were from among the best dealers in monumental work. They showed it by their attendance and interest. We know there are others who have the same desire. We know it, for we have visited some of them personally during the past three weeks, and why did they not attend? Well, in some cases it was lack of time; others, they were waiting to see what would be done. We found the majority this way, willing to come into a successful affair, but not willing to put their shoulders to the wheel, and push it ahead. It is our impression that within five years there will be at least one thousand members to the National Association. The retail dealers little know what an organization of this size would amount to them. It would wield a power which could not be set aside. Certain things could be demanded by an association of that size that would be granted, whereas, now the individual asks the same thing, and he is entirely ignored or answered with an emphatic "No." We refer to matters pertaining to freight charges, classification of freight, and all those disagreeable things which injure the business that the individual finds it necessary to ignore, because it cannot be prevented, and which the National Association, with a membership of a thousand, could have every hope of regulating. The ship is launched, and up to the present time, we can state that it is an unqualified success, and it is now up to the retail dealers to get aboard and make an organization that would sweep all opposition before it.

GRANITE MANUFACTURERS AND THEIR LACK OF INTEREST IN THEIR CUSTOMERS.

Candidly, we were surprised at the present meeting of the National Association of Monumental Dealers in Chicago, and found only one representative of an Eastern quarry owner and manufacturer. We do not understand why the manufacturer of monumental work does not take his customers more seriously. Here was a chance to meet retail dealers from at least ten different states, and among the best in their line. Ar-

rangements could have been made by the manufacturers to meet their customers in Chicago. A special car could have been provided which would have taken the manufacturers to Chicago, given them an outing, with a chance at profit at the end to both the monumental dealer and the manufacturer, and we can say, understandingly, that the manufacturers would have been met with open arms by the retail dealers. There is not a business on the face of the earth where a National meeting has been neglected by the manufacturers as the recent meeting at Chicago. Of course the traveling representatives of the manufacturers were there, and it showed plainly how they looked upon it, but this is not sufficient. You cannot, understandingly, handle a man's work until you have met with him, and talked it over. Little misunderstandings can be straightened out, and you can get a better understanding of the man and what he requires. It is a rule for manufacturers in various lines at other National conventions to have exhibitions of what they produce, and this course is suggested to the quarry owner who has a granite that he wishes to place upon the market. The value of this was plainly demonstrated to us when, as stated in the article upon the convention, a certain Wisconsin manufacturer thought enough of this class of advertising to invite the members of the association to take a day's trip, that they might visit the plant of the company at their expense, and we sincerely believe it will bring them in three-fold returns. It would seem to us that the manufacturers and quarry owners are neglecting their opportunities in not attending the National Association meetings. Think it over, and another year, when the meeting is held, make up a carload of manufacturers. You are bound to have a good time anyway, and without question come back with additional knowledge of your customer and a better faith in human nature.

THE RETAIL DEALER AND HIS COMPETITORS.

We have just returned from a three weeks' trip, covering many of the large cities, during which time we personally visited the shops of many of the retail dealers. Taking it all in all, our experience has been a very satisfactory one. We have met people who have been subscribers with us for some time, we have met others who have never been subscribers, but are now, we have looked over their stocks, we have talked with them regarding their hopes and fears, we have sympathized with them in their troubles, and we have "cissed" the other fellow when they have been so inclined. Without a question, the spirit of good-will does not abide with the average monumental dealer, any more than the average granite manufacturer. It is merely the question of the survival of the fittest, or perhaps we might say, the best fighter. This is not so in every town that we visited, but we could not help being impressed with the many stories which we heard about the other fellow cutting prices, what he did, and what he did not do. We recall one story in particular, related to us by a retail dealer, which we outline as follows:

Dealer No. 1 sold and set a Westerly granite monument for a certain customer. Dealers Nos. 2 and 3 told the customer that the monument was not cut from

Westerly granite. Customer refused to pay. Dealer No. 1 brought suit against dealers Nos. 2 and 3. Dealers Nos. 2 and 3 tried to pull into the matter Dealer No. 4, but Dealer No. 4 would have nothing to do with it. Consequence, Dealer No. 1 secured judgment against Dealers Nos. 2 and 3 for upwards of \$2,000 each, which practically put Dealers Nos. 2 and 3 out of business.

There are only two reasons for Dealers Nos. 2 and 3 making a statement which caused customer to countermand his order. The first comes under the head of dense ignorance as to the granite supplied by Dealer No. 1. In fact, it was brought out in the trial that Dealers Nos. 2 and 3 had never visited the quarries, consequently did not know conditions which surround the quarrying granite. The second, it may have been the desire to put Dealer No. 1 out of business, thinking that Dealer No. 1 would stand quietly by, and let them do it, but such was not the case.

This was only one of many stories which we heard, but none quite so serious as the one mentioned above. We know that three-quarters of the trouble can be done away with by meeting your neighbor and competitor, and shaking hands with him, talking it over, having a good time together, and going home with the feeling that the other fellow is just as good as you are.

Other lines of business have their organizations, and they are successfully carried on, and it is our experience that there is not a business on the face of the earth that needs improvement and getting together more than the retail dealers in monuments.

FREIGHT RATES.

The following notice has been recently issued in connection with freight rates on granite, and incidentally other material. We have nothing to do with anything outside of granite. It reads as follows:

For your information, we would advise that effective August 1, 1907, the minimum carload weights to points governed by the official classification will be as follows:

Then follows along the line, among which appears granite, rough or dressed, 36,000 pounds. Grave stones or tomb stones, marble or granite, 36,000 pounds; monuments, marble or granite, 30,000 pounds; building stone 40,000 pounds.

This classification does not interfere with or change the shipment of monuments, as can be readily seen. We cannot understand wherein grave stones or tomb stones, marble or granite, differ from monuments, marble or granite. The name grave stones or tomb stones has to do with the dark ages.

The item under the head of building stone, 40,000 pounds, we are informed that it would be a physical impossibility to place 40,000 pounds of building stone upon a car, on account of the lack of floor space to hold it, and it would be dangerous from various standpoints to place one stone upon another. This might possibly be done in the case of rough stock, if one wanted to risk the danger of the top piece falling off, but with finished building stone, it would be impossible. We are also informed that there is a good chance for this classification to be changed to something within reason.

(Continued on page 20.)



T. M. AVERY,
MEMBER OF EXECUTIVE COMMITTEE,
Chicago, Ill.



F. M. SCHLIMGEN,
PRESIDENT,
Madison, Wis.



THEO. F. GAEBLER,
TREASURER,
Rockville, Ind.

First Annual Convention of the National Retail Monumental Dealers' Association.

The first annual convention of the National Retail Monumental Dealers' Association was held at the Victoria Hotel, Chicago, Ill., August 13 and 14, although the program included the 15th. The last day was devoted to other purposes, as will be learned by this report.

The Victoria Hotel, where the convention was held, is well located, on Michigan Avenue, which borders on Lake Michigan, and, therefore, we had all the cool breeze there was going, which was not much. We have had the pleasure before of meeting with retail monumental dealers, and from our associations with them we have become thoroughly impressed with their earnestness, and their desire to better themselves by association, and if this earnestness and desire can be instilled into a thousand retail dealers, they can reasonably hope to have most anything they want, whether it is from the railroads, manufacturers, wholesale dealers, or any other sources from which they may ask reasonable concessions.

When the convention was called to order at two o'clock, August 13, by the president, T. M. Avery, the convention was well filled, eleven states being represented. The members were welcomed on behalf of the retail monumental dealers of Chicago by Charles G. Blake in a few well-chosen words. Mr. Blake said that he did not attend the last meeting. He stated that his reasons therefore were on account of his not believing in a national association, and he could not see that there was any possible good to result therefrom. But since the National Association was formed, he had changed his mind, and judging from the prominent part he took during the meeting has become one of its most enthusiastic members. We were informed by those in touch with the situation that the Chicago dealers had never before met on common ground; that they were hardly acquainted with one another except by name, and possibly had said things not complimentary to each other, and therefore had no desire for closer association. But if the National Association has done no other good than to bring the monumental dealers of Chicago together, it certainly has fulfilled a worthy mission. Following the address by Mr. Blake came the roll call by states, F. M. Schlimgen answering for Wisconsin.

From the District of Columbia, Harry E. Rupprecht wrote as follows: "I regret exceedingly that I am not in a position to attend the meeting of the National Retail Monumental Dealers' Association. I am one of the board of governors of the Employers' Association of Building Trades of the District of Columbia. We have been trying to inaugurate the open shop system for the past two years, and the Building Trades Alliance have just called a general strike on all building operations in this city, and it will be necessary for me to remain at home until the trouble has been stilled. I wish every success to your convention, and sincerely trust that I may be able to participate in the next annual gathering. I believe in having the meeting held at different points every year, and would suggest a change for another year."

John H. Merkel of Merkel & Sons, Peoria, Ill., wrote as follows: "Owing to illness it will be impossible for me to attend the meeting of the National Association. We have no state association in Illinois, although one is badly needed, and we suggest that the time to start one would be at the meeting of the National Association. I wish the association all kinds of success."

In connection with Mr. Merkel's advice about forming an Illinois association, we will state, that at the banquet given by the Chicago Retail Dealers to the members of the National Association, all the Illinois dealers present, eighteen in number, signed an agreement for the purpose of forming a state association along the lines of the National Association, so Mr. Merkel's idea seems reasonably sure of fulfillment.

Theodore F. Gaebler, answering for the state of Indiana, said, in part: "We have made a start in association; we met in July, brought the dealers together throughout the state, formed an association, and had a very satisfactory meeting."

D. W. Rapalee of Sioux City, Ia., was not present, but by letter, stated in part as follows: "I am sorry to say that I cannot attend the meeting of the National Association, for the reason that I have just returned from a three weeks' trip to the eastern quarries, and before the dates for your meeting were announced my son had made arrangements for a trip,



THE PROPERTY OF CHARLES G. BLAKE, AND COMPRISES PART OF THE OUTFIT BELOW.

wise thing for every state that has a state organization to send delegates, one or more, and to pay part or all of the delegates' expenses. By this means good representative men would attend the meetings and would be able to accomplish as much or more than would be accomplished by a larger body of volunteers, and at much less expense. I feel that the dealers who have their capital invested in the business should deal direct with the quarries."

An innovation worth mentioning was that Mrs. F. L. Bennett and Miss Bennett, monumental dealers at

and is away at the present time. At our Iowa dealers' meeting, held in this city last January, we discussed matters concerning the National Association, and many of our members stated that it was their intention to join. I believe that it would be a

he thought it a good plan to have a state organization, and would see what could be done toward forming a state organization the coming year.

W. S. Desch of Columbus, Neb., had spoken with some of his neighboring dealers regarding the National organization; that there was no state organization, and that the better class of dealers were very much interested in the National organization, and reported good prospects for the future.

Carl Manthey of Green Bay, Wis., stated that he was proud of the local association in his state; that the most substantial dealers in the state were members, and that he believed in the future success of the National Association. He also stated that his local association was to have a meeting at Appleton on the twentieth of August; that the social side of the meetings which he had attended were features worth encouraging, and that when he met the other fellow with whom he had been in competition he found he was not half as bad as had been painted.

Fred M. Schlingens of Madison, Wis., was sorry that the meeting of the Wisconsin association had not been held before the meeting of the National Association.



CHICAGO RUBBER WAGONS AND THOSE WHO ENJOYED THE HOSPITALITY OF THE CHICAGO RETAIL DEALERS.

Janesville, Wis., were introduced to the convention. Possibly the ladies may have felt a little out of place at a meeting composed of men only, but certainly it was a source of pleasure to all present to meet both Mrs. and Miss Bennett, and we hope to see them at future meetings.

It was a pleasing incident when Carl Manthey of Green Bay, Wis., placed upon the president's desk a bouquet of roses, extending to the president and the members present the greetings of the monumental dealers of the state of Wisconsin.

Ross C. Adams of Lexington, Ky., made a favorable report for his state. He had succeeded in getting several dealers to become members of the National Association, and reported flattering prospects for more. There was no association in his state, but he proposed to take active steps toward forming one.

C. W. Hills, Jackson, Mich., stated that the monumental business in his state was not organized, that business in his state had not been very good the past year, and he could not report any great progress; that

ciation; that there were many of the dealers hesitating about joining the National Association until it had done something. He believed it important to have associations in every state, which would make the extending of the membership of the National Association easier.

John J. Schaaf of St. Paul, Minn., spoke enthusiastically about the local organization just started in his state. He, with W. A. Bessinger, Blue Earth, Minn., treasurer, and W. L. Fletcher of Winona, Minn., secretary, were appointed delegates by the local association to the National Association, and took a decided interest in all that was done.

E. A. McColly of Latrobe, Pa., stated that there was no organization in his state, but hoped soon to have one; would help to organize one upon his return. He believed in the future prosperity and usefulness of the National Association.

After the secretary had read the constitution and by-laws of the National Association, a recess was taken to receive applications for membership.



THE MILWAUKEE BOAT, "CHRISTOPHER COLUMBUS."

Four thousand men, women and children aboard.

The following committee were appointed on credentials: W. S. Desch, Carl Manthly and James Mitchell.

After the recess, E. A. McColly of Latrobe, Pa., made a report as Chairman of the Committee on Grievances, which was exceedingly interesting.

The question uppermost in the minds of many who are watching the progress of this association, and particularly the skeptical ones, who are doubtful of any good resulting from its efforts, is, "What has the association accomplished?"

We are looking for results in our business, and when they fail to materialize we realize that something is wrong and we seek a remedy. We know by experience that the best results have not come as mushrooms do in a single night, but rather by well directed and patiently sustained effort, and it would be expecting too much of any association organized under conditions similar to those that exist in our peculiar trade, to look for many tangible results so early in its history.

We have passed through what might be called our year of beginning. The enthusiastic meeting held a year ago gave every evidence of an earnest desire for a movement of this character, and we went to our



AT THE PLANT OF THE AMERICAN GRANITE CO., MILWAUKEE, WIS.

Committees were appointed as follows: On Resolutions, C. W. Hills, F. M. Schlingens and Jas. Mitchell. On Nominations, Ross C. Adams, Theodore F. Gaebler and Edward H. Prior.

Address to the Members of the National Association of Retail Monument Dealers.

BY T. M. AVERY, PRESIDENT.

Our order of business provides for an address by the president at this time, and it is perfectly natural that this association, at its first annual convention, should expect a report from each of its officers.

As a result of a growing desire for a National organization of monument dealers, the *Monumental News* published in its issue of June, 1906, letters from a large number of dealers favoring such a project, the result of which was a call published in the same journal the following month for a meeting to be held in Chicago, September last, at which this association was organized.

homes after that first meeting, hopeful of putting into practice some of the reforms that are uppermost in the minds of many of our members. Each of us had visions of great possibilities for the association if we could only carry out certain ideas that we felt sure would bring about more agreeable conditions. It did not take long, however, to discover that all of the



ALL ABOARD FOR THE BOAT.

newly elected officers were busy men, whose personal interests demanded practically all of their attention, and the work of the National Association had to become a matter of secondary consideration.

The officers of the association, each being from a different section of the country, it has been necessary to do most of the business of the association by correspondence. Many matters of importance to the trade have been considered and we believe good results have been obtained. The report of the secretary will go more into detail on this subject and the methods adopted for securing new members.

If nothing more has been accomplished during the year than bringing together a large number of widely separated dealers into membership in this organization, the association would not have been in vain.

Monument dealers, as a class, are just beginning to realize the importance of coming together for an interchange of ideas and the pleasure as well as profit that comes from social intercourse and better acquaint-

quarry centers, and some of the questionable practices that are all too commonly indulged in will be corrected.

We should protect ourselves against manufacturers and wholesale dealers who are shipping goods in their names to irresponsible dealers, or who, by inducing local dealers to act as their agents, virtually become the competitors of the legitimate dealers. Granite and marble manufacturers who supply stock to large mail order catalogue houses, or who sell direct to the customers of the retail dealers, are not deserving of the patronage of the members of this association, and by their acts are doing all they can to antagonize the best interests of the trade among retailers.

It is far from my purpose to convey the impression that the prime object of this association is to serve as a "big stick" to club incorrigible manufacturers into doing things according to our way of thinking, for while it cannot be gainsaid that retail monument dealers have frequent need for assistance in that direction,



SNAPSHOT IN MILWAUKEE.

ance. Lack of faith in human nature has kept many of us from cultivating the friendship of our fellow-workers, and in large cities at least, where clubs might exist that would be of mutual benefit, the dealers seldom meet except in competition, and then only to do their very best "to do" the other fellow.

But our association has done more than merely get dealers together in a social way. Its influence has been used in a way that has been productive of results for at least some of its members that would not have been possible had we been working as individuals.

It has been suggested that one of the sessions of this convention be in the nature of an experience meeting, at which we will relate, for the benefit of those present, some of the practical benefits that have already come from this association, when we will clearly demonstrate some of the ways by which State and National Associations will be helpful to their members.

As the members of this association increase in number, its influence must become a factor of no small importance in our dealings with the manufacturers at

there are many other ways in which we can cooperate as members of this association for our mutual good.

During the past year it has been my pleasure to meet, personally, many dealers from this and adjoining states, who would probably not have taken the time to call upon us had it not been for the friendly spirit that has been brought about by this National Association. I have had some very interesting correspondence regarding the possibilities of our organization, and only an occasional doubting Thomas has expressed the opinion that our labor would be in vain. Doubtless, other members of the association have had similar experiences, and by coming into more friendly relations with their neighboring dealers, have put aside the barriers that have too long kept apart men who should have been on the most friendly terms.

The bitter feeling that exists in certain localities between local dealers, jealousy shown and methods used to get contracts, has justly brought upon them the condemnation of the general public, and not only lowered the standard of the monumental business, but placed the dealers themselves in an unenviable light.

There is no reason why the men engaged in this line of trade should not have a standing second to none in the business world, and command the respect of the public as well as its confidence. But to gain this position we must each of us begin at home, and let us realize that we are not here for all time, and that a business built up by unfair methods and dishonorable competition will not stand the test of years, and will bring ruin to those who engage in it. The influence of this association in this direction has already been felt, and if the good seed here scattered shall have the care and attention of each individual member the success of our undertaking will be assured. When the representative men engaged in the business of selling monumental work shall realize that their competitor is their brother, and if an honorable dealer, is entitled to their respect, our differences will be easily adjusted. Until we have overcome the evils that exist between ourselves as dealers we cannot hope to make an impression on the public that will entitle us to their respect and confidence, and when this is done the question of prices will be taken care of. The low prices that are being given to-day for monumental work is the fault of the dealers themselves, and the sharp and dishonorable competition entered into only furnishes amusement for the prospective customers, who must realize that they are dealing with an unbusinesslike set of men. The common practice of decrying the competitor who has facilities and opportunity for furnishing as good work as our own lowers us in the estimation of the public.

Indiana and Minnesota have, within a few weeks, organized state associations, and the progressive dealers have demonstrated what it is possible to do in every state, if some one will take the initiative. Where it is not possible to undertake forming state associations, dealers should organize by districts, comprising one or more counties. This will make a start, and by engendering a better feeling, will gradually enable such associations to extend their borders or to encourage dealers in adjoining counties to organize and thus spread the good work. As a stream can rise no higher than its source, so will it be impossible for monument dealers' associations, be they district, state or national, to expect better results than are commensurate with the efforts made by the individual members.

The downfall of more than one monument dealers' association has resulted from allowing the meetings to be little more than a mere pretext for getting together to have a so-called good time. This has kept men away from state association meetings who would have given their hearty cooperation had other methods been pursued. The organizations that are now being formed, and will be henceforth added to the number, will have higher motives and may be expected to accomplish better results. They are organized on entirely different lines; the management will rest solely with retail dealers and they may be expected to make a good report for themselves.

So much has been said and written on the subject of organizations of this character that it seems almost superfluous to add anything to the many well-expressed reasons why the monument dealers of this

great country of ours should come together and unite in using their best endeavors to raise our business to its standard in keeping with its importance and dignity. It is our misfortune that the monument business attracts to its ranks a class of inexperienced and often entirely irresponsible men by the reason of the ease with which any one can obtain the necessary equipment with which to start in business. Glib-tongued individuals who have failed to make their mark at selling books, trees, agricultural implements, insurance, and sometimes at dispensing the gospel, are given a glad welcome when they make known their desire to embark in the business of selling monuments, and too often retail dealers are to blame for being too hasty in providing undesirable representatives of this class with designs, samples, etc. Much of the complaint heard to-day among legitimate dealers is the result of competition from men of this type, who are making no money for themselves, and are seriously interfering with the business of legitimate dealers.

The wisdom of monument dealers exercising greater care in appointing local agents, and on the part of manufacturers and wholesalers in extending credit to men without established places of business, must be apparent, and it is within the province of this association to expect its members to use more caution in this respect and to demand of the manufacturers with whom they do business some measure of protection from this class of irresponsible competitors.

In this connection it is just that we should recognize the fact that all dealers without shops do not belong to this undesirable class. There are some such whose business is conducted on the highest business principles and whose counsels would be helpful to us, and who would be a credit to our organization, were it possible under our rules to admit them to membership.

This association will be handicapped in its work until its revenue assumes sufficient proportions to employ a salaried officer to perform the duties of secretary and organizer. With such an officer to attend solely to the business of the association, there is no reason why the membership should not make rapid growth. With the right man in the field, interest in state associations will be stimulated, a better spirit would be found among dealers and some of the annoyances we now experience in our dealings with manufacturers would be done away with.

In addition to the duties of the office of secretary and organizer, it should be the business of this officer to attend the meetings of the different railroad traffic associations, to urge our claims for a more equitable classification and to be on the watch for proposed changes that might prove costly if allowed to become effective without protest on our part.

With a membership of one thousand, paying annual dues of five dollars each, there would be ample funds to secure the services of a competent man. This is a matter that should receive the careful attention of this convention, and if it is deemed advisable to adopt this suggestion, steps should be taken at once to provide the necessary ways and means for extending the membership.

(Continued on page 22.)

Augustus Saint Gaudens.

The Passing of Our Greatest Sculptor.



AUGUSTUS SAINT GAUDENS.

"Augustus Saint Gaudens—a sculptor whose art follows, but ennobles nature, confers fame and lasting remembrance, and does not count the mortal years it takes to mould immortal forms."

Thus spoke President Eliot, at the Commencement of Harvard University, in June, 1897, when conferring upon the sculptor the degree of master of arts; and the years that have gone have not brought a worthier or more fitting tribute, one which now may well serve as an epitaph. For Saint Gaudens is dead. He passed away at his home in Cornish, N. H., at 6.50, Saturday evening, August 3, after an illness extending over several years and causing him constant pain. Greatest of all American sculptors and surpassed by few if any other sculptor in the world, his life story is a source of pride to every one of us. For he was an American through and through, and his work had America stamped indelibly upon it.

The brief notice which he contributed to "Who's Who in America" makes a slender framework upon which to build a substantial biography of the great artist. There he tells us that he was "born, Dublin, Ireland, March 1, 1848; son of Bernard Paul Ernest Saint-Gaudens; came to the United States in infancy; learned trade of cameo cutter; studied drawing at Cooper Institute, 1861; student at National Academy of Design, 1865-6; at Ecole des Beaux Arts, Paris, 1867-70; married in Boston, 1877, Augusta F. Homer. In Rome, 1870-2, producing there in 1871, his first figure, 'Hiawatha'; settled in New York, 1872. Among his works are 'Adoration of the Cross' (in St. Thomas's Church, New York). 'The Puritan,' 'Diana' (on tower of Madison Square Garden, New York); statues of Abraham Lincoln and John A. Logan, Chicago; Admiral Farragut, New York; Peter Cooper, New York; Colonel R. G. Shaw, Boston; monument to General Sherman, New York, and numerous other statues, busts, etc. Corresponding member Institute of France; officer of the Legion of Honor. Received medal of honor, Paris, 1900; special medal of honor, Buffalo, 1901."

But for the finest and best record of his life, as well as an estimate of his genius, one turns instinctively to the work of an able American sculptor, Lorado Taft's "The History of American Sculpture," the only complete work ever written on this subject, as brilliant and profound as it is exact and painstaking. This book, published by Macmillan in 1903, contains two chapters devoted to Saint-Gaudens, from which these extracts are taken:

"Augustus St. Gaudens was born in Dublin, March 1, 1848. His father, Bernard Paul Ernest, a shoemaker by trade, was a native of Southern France, coming from the vicinity of the town of Saint-Gau-

dens, which is in the department of the Haute-Garonne, among the spurs of the Pyrenees. His mother, whose maiden name was Mary McGuinness, was a native of Dublin. The family came to this country while Augustus, the third child, was an infant, and after remaining three months in Boston, established themselves in New York.

"The boy attended school until he was thirteen, when he went to work with a cameo-cutter named Avet, and served a three-years' apprenticeship. A misunderstanding led to separation at the end of the time and he found employment with a shell-cameo cutter named Le Breton, with whom he remained for another period of three years. During all the time that he was working at the wheel he studied drawing at night. During the first four years he went to the Cooper Union; the last two were spent in the life classes of the National Academy of Design.

"Thus it will be seen he devoted six of the most impressionable years of his life to an employment which demands keenness of vision, delicacy of touch, and quick judgment, inviting likewise to endless refinements of manner and simplifications of method. At the age of twenty, or about the time the average educated man begins his special studies, this youth was thoroughly grounded in drawing and already a master of low relief. He was a master in a sense in which no belated beginner ever becomes a master, for with him it was both mental and physical mastery; an ability to feel the subject in relief, and a response in deft fingers like that of the accomplished pianist. Under favorable conditions this response becomes so immediate and so trustworthy that it seems to be spontaneous, a mere reflex of nervous energy. It was toward such perfection of physical self-possession that this double training led in the case of Augustus Saint-Gaudens. The union of the two pursuits was a fortunate one; few youths delight in a systematic study of drawing for its own sake, but let them apply their acquired skill to something which interests them, and the incentive becomes great. Imagine the enthusiasm of this thoughtful boy over his first cameos, and the importance in his eyes of those evenings at the Cooper Institute, when he realized that every advance in drawing meant a proportionate improvement in his beautiful art. He was not only acquiring 'discipline,' but he was weaving his two pursuits into one which should gain momentum and effectiveness thereby. Not the least of the advantages of this long apprenticeship was the unforgettable lesson of systematic industry—of putting in so many hours a day at faithful work. Mr. Saint-Gaudens never fell into the habit of waiting for 'inspiration.' He has always found enough to do between the visions, and one may even ask if his contribution of sincere, admirable and enthusiastic toil has not as much to do with his success and with the beauty of his works as have their inherent ideas.

"But neither ceaseless industry, nor clever fingers, nor keen eyes, nor a powerful mind—no, nor all of

these together, will suffice to make an artist. Mr. Saint-Gaudens is the master that he is to-day, not because he found these opportunities—they existed for a hundred others—but because the opportunities found him, a nature different from all about him. More than any other of his generation in this country he possesses that gift so rare in men of northern races, the 'plastic mind.' It is hardly necessary to say that the term is not employed here in the frequent and passive sense, as something impressionable, but rather in the technical meaning which the Germans have long since given it, of that innocency of vision which concerns itself with the things themselves, which delights in beauty for its own sake rather than in its symbolic or verbal expression. It bespeaks a mind which has an instinctive sense of form, and sees things 'in the round' with a sort of stereoscopic grasp, corresponding

curacy of characterization and the perfection of finish accomplished in those six mornings, is something astonishing.

"It was now 1870, and he had been in the school three years. During this time he had as companions such brilliant Frenchmen as Mercié and Bastien-Lepage, men of genius, whose lives were wrapped up in their art. It was an inspiring atmosphere. Mercié had received the Prix de Rome; and Saint-Gaudens decided that it was time to follow him to Italy. He spent another three years in that home of beauty, seeing and profiting as one may who has already formed a standard of judgment. There is no evidence in his work from first to latest that he was ever swayed by the meretricious art of any land. Such art seems to have had no appeal for him. With extraordinary poise and independence of mind, with unerring taste,



Augustus Saint-Gaudens, Sr.

SHAW MEMORIAL, BOSTON.

to the sensitiveness of other eyes or minds to color, of certain ears to music.

"At the age of nineteen, then, or twenty, the future sculptor was already a trained artist, who, if he did not fully realize all of the power which lay dormant within him, at least had some idea of his own abilities, and knew clearly what he desired. It was now his good fortune to be able to go to Paris, where, after a short period in the preparatory school (the 'Petite Ecole'), he passed to the atelier of M. Jouffroy in the Ecole des Beaux Arts. Here he had his opportunity with the figure; one of them each week from life, in more and more strenuous competition with others, until the facility acquired became something almost incredible. The certainty with which the more advanced pupils of this school seize upon the action of a figure, the rapidity with which they swing their little clay images into pose and proportion, the ac-

curacy of characterization and the perfection of finish recognized as worthy, and it became part of him. Canova and Thorwaldsen meant little to a modern of his temperament; the decorative sense was too strongly developed within him, the love of refinement and truth too vital to allow him to enjoy their lean compositions and their bald generalizations of surface. Deeper than this, however, was the inherent honesty of the man which recognized the insignificance and superficiality of an art founded upon imitation. Far different was the appeal of the early Italians. Their spontaneity, their sincerity, their frank delight in their work, took hold of him and fascinated his imagination as their rare decorative effects gratified his artistic sense. Even more than his French colleagues did he comprehend them, for he was more nearly akin to them. Mercié was inspired, no doubt, by Donatello and wrought his beau-

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are most rapid and most economical of repairs in quarry work of all kinds.

Sullivan mountings, quarry-bars, gadders, tripods and Lewis Hole tripods permit great range of adjustment, yet are simple, easy to handle and substantial.



SEND FOR CATALOGUE 51-E D

Channeling granite with the Sullivan Drill and Quarry Bar, in C. E. Tayntor & Co.'s Quarry, Hallowell, Me.

SULLIVAN MACHINERY CO.

CLAREMONT, N. H.
NEW YORK
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KNOXVILLE
ST. LOUIS
JOPLIN, MO.

RAILWAY EXCHANGE
CHICAGO, U. S. A.

DENVER
SALT LAKE
EL PASO

BUTTE
SAN FRANCISCO
PARIS, FRANCE

tiful 'David' on lines suggested by the elder teacher. Consciously or otherwise, it was an imitation. Saint-Gaudens, on the other hand, proved himself yet more directly of the inheritance, not by copying and by professing, but by treating the subjects about him in the very spirit of artistic comprehension which we recognize in the masters of the early Renaissance. In other words, he has been of his time as they were of theirs, taking the themes of current life, the portraits and memorials as they have come to him, and making of them works of enduring value.

"To many the greatest and most original of all of Mr. Saint-Gaudens's works is the Shaw Memorial in Boston. The relief, when inaugurated on Decoration Day, 1897, and when shown in plaster at the French Exposition of 1900, received the plaudits of those best capable of appreciating noble work. It is one of the most impressive monuments of modern times—one of the masterpieces of the nineteenth century. While it speaks an unusual language, the Shaw Memorial is notable for being distinctively American. It would be difficult to trace its ancestry outside of our country. There is nothing like it, or even suggestive of it, in the annals of art.

"What is it that gives this power to a bronze panel? Why should it bring dimness to the eyes and a grip to the heart? On what ground do men call it the highest expression of American art? Certainly it is not because of the workmanship alone; muskets and

trousers and varied African types, however perfectly modeled, could not thrill us thus; neither could the splendid steel, nor even the physical presence of the hero who rides.

"After all, it is the largeness of the man behind the work, of the artist-mind which saw more in that scene than uniforms and accoutrements, or types of human kind, who felt the greater import of it; who bore it for twelve years upon his mind and heart, studying, dreaming, living with its great idea until it was purged of all mere accidents of the moment, all qualifying phrases, and finally rose spiritualized and perfected above the earth, the fit and adequate expression of America's new-born patriotism."—*Exchange*.

Editorial.

(Continued from page 12.)

ABOUT VACATIONS.

We have in our system at this time a microbe that is called by some the "vacation bug." We acquire this bug three times a year. First, in June, when the trout commence to bite in good shape; next, in August, when it is induced by the continued spell of warm weather; and last, but not least, when the first snow comes, in the month of November.

For sixteen years we have been in Vermont in the month of June, and during that time have had a fish-

ing-rod in our hands but twice, yet there are stories galore about the large fish that got away, and other stories of a similar nature, which have been told to the writer from time to time, as he makes his rounds among the granite manufacturers, many of whom, be it known, are enthusiastic fishermen.

We well recall the last time we went trout fishing, and at the risk of receiving censure from one of our contemporaries, for departing from the regular matter used in our publication relating to granite, marble and bronze, we will tell the story, as we can recall it. There were four of, George, Smith, Joe, and the writer, all enthusiastic fishermen, and we boarded the train one hot day in June, headed for a pond near Montpelier, where we knew trout could be caught by simply throwing the line overboard, for it was a stocked pond, so full of trout that it was said one could walk from one end of the pond to the other, at certain seasons of the year, by simply stepping on the backs of the trout. This story was told to us, but we cannot vouch for its truth, because in this instance and the other time when we fished in this pond, it was necessary to take a flat bottom boat, home-made and clumsy, but roomy, which was well, as it was necessary to have room for the party above mentioned, one weighing over 230 pounds, another 180, another 200, and one about 170. To make a long story short, we filled our fishing baskets, each one having a basket holding ten pounds, in the time we were limited to between trains. We fished up to the last moment, then pulled up anchor and started back to the shore with Joe at the oar. This pond, we forgot to mention, was formed by damming up a brook and overflowing the land which originally had been covered by trees. The roots were still in the ground on the shore, and in many instances were just below the water. In the excitement of getting ashore the roots were forgotten. Joe, during the excitement of fishing, had become thirsty, but had not quenched his thirst, and this during his row to the shore had become intolerable, but as it was necessary to make time, he could not stop long enough to open a bottle of, well, we will say, ginger ale (?), which lay in the bottom of the boat: so he gave four or five vigorous pulls, caught up the bottle, knocked the neck off on the side of the boat, and put it up to his mouth. Evidently, the principal contents of the bottle was foam, and for a minute he was gasping for breath, and his face was entirely covered with foam from the ginger ale. Just at this moment the boat ran upon a hidden snag, which evidently hit it straight in the center, for up went the bow and down went the stern, and the water commenced to come in over the stern, the boat just balanced on the stump, although for the first two or three minutes it was a question as to whether we would walk ashore or stay in the boat, for there were about 400 pounds in the stern and 175 pounds in the bow, and 200 pounds in the center of the boat, covered with ginger ale (?). But, by good luck, the balance of the boat was preserved, and after some effort the bow came back into her natural element, and with only a slight wetting, acquired by the fisherman sitting in the stern, from the water coming in over the side of the boat. Everything was serene.

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A Celtic cross is always desirable when well cut from Westerly Granite. Our illustration shows what we can do in this class of memorials.



When we came to look at the funny side of this episode, it did seem funny, but while we were poised in the air, with a good, big chance of our losing our fish and walking ashore in two feet of water and three feet of mud, it was anything but funny. We hope to go fishing some day again.

In the past we have told a few stories about our hunting experience after deer in northern New Hampshire in the month of November, but we have never told the story of our experience in the fall of 1906. We are not particularly proud of it. We did not have any illustrations with which to illustrate our experience; in fact, we did not take a photograph, or have a gun in our hand, during the time that we were in the woods. There were three of us this time, one having been a member of the fishing party above described. When we started we felt that we were played out, and had reached the limit of our endurance. We never were quite so tired before in our lives, and could sleep anywhere at any time. Had acquired something of a headache, and other symptoms too numerous to mention. Notwithstanding all these symptoms, we started, thinking the vacation would do us good. We just barely caught the train, and arrived at our starting point feeling somewhat better, but an eighteen-mile drive, one-half of it through the virgin woods, with no signs of a road, did not improve matters very much. We arrived in camp in anything but a good condition. We laid around for three days, and then decided it was best to seek civilization, and did so. So, this year we have not the enthusiasm we have had in past years for a trip of this kind, but we do hope, in September, to be able to take a trip to Yarmouth, N. S., and drive ten miles from there to a place where there are no horses, and the nearest railroad is ten miles, and where you can have fish and lobsters in abundance, the principal object being shore-bird shooting. Have any of our readers ever had any of this sport? If they have, we know they will not soon forget a day spent in the gunning-stand, listening for the whistle of the curlew, the plover, the yellow-leg, and other shore birds. There is a tinge of salt in the air, the waves are breaking on the beach near by, and on the horizon we can see the gleaming of the white sails of the passing ships and the smoke from the steamers. You sit there, with your pipe, and think it all over; what you have done, what you are going to do, and lay plans, which originate in a healthy brain, and for the nonce the office is forgotten, and everything connected with it. This is money well spent, for we all need relaxation from the regular routine of three hundred working days. We hope to be able to take this trip, but the calls from the various associations, who seem to concentrate their efforts on holding their meetings in the month of August, may knock out a good many of our calculations.

We will try to tell you the story, with illustrations, if we have one to tell. It may be something of a novelty to our western sporting subscribers. With apologies to our contemporary for departing from our usual routine of calling attention to the other fellow's weakness, we hereby make a confession of our own.

First Annual Convention of the National Retail Dealers' Association.

(Continued from page 13.)

We must not expect too much from the association until it is in perfect working order. We all realize how much there is to do, but we must at the same time recognize the limitations and be patient if results come slowly. Nothing will expedite the work of the association more than the earnest cooperation of all right-minded dealers. Let us strive earnestly to get and keep them with us.

It is largely through the efforts of our leading trade journals that this association has been made possible. The thanks of the association are due to it, and the other trade journals that have so earnestly espoused the cause of our national and state associations.

While we have not accomplished all that we had hoped to in our first year, we have laid a foundation upon which we must now proceed with the superstructure. An important, but by no means the hardest part of our work, has been done. There must be more individual effort if we are to extend our membership, and if there are to be reforms we must begin at home. Let us command the respect of our competitors by being square in all of our dealings, and having removed every reason and opportunity for complaint, we can go to our neighboring dealers and invite their cooperation in furthering the object of our association with reasonable assurance of getting it.

C. W. Hills of Jackson, Mich., presented some good ideas on the subject of cooperation. He had not prepared a paper on the subject, but as he stated would give a few thoughts. He believed that the National Association should cooperate with local associations; that in union there was strength. In the absence of cooperation many dealers lack the ordinary knowledge of the trade, and consequently have a meagre idea of prices and the basis for prices; each one had his own ideas as to what constituted profit; that he believed in closer cooperation in these matters could be brought about by the formation of local associations, and stimulating and increasing the membership of the National Association. In the larger states he would advocate dividing into districts, so that the members of the local association could get together without great effort of cost, or loss of time. An interesting discussion on cooperation followed the remarks of Mr. Hills.

Mr. Gaebler of Rockford, Ill., stated that he knew that he could not sell everybody. He knew a party who wanted to purchase a monument; he also knew that he could not sell him; that he did not travel in the same class; that there were some things not congenial to him. He went to a competitor; told him the circumstances, and said: "You go and sell him." The monument was sold by the competitor, but set up by Mr. Gaebler, and the profit was divided to the satisfaction and profit of both parties. He also related an incident where a concern from out of town secured a contract for the stone work of a local bank in his town. Mr. Gaebler stated that he met the party who secured the contract and offered to loan him anything he might want to use in connection with the carrying

out of the contract. The contractor who secured the work seemed to be surprised at the offer made and was inclined to take it as a joke. Evidently he had not been used to friendly cooperation. Mr. Gaebler believes that association and cooperation inspires the proper business spirit. He thought it strange that salesmen should try to give the National Association and all associations among retail dealers a black eye.

I. F. Romberger of Chamite, Kan., spoke along the same lines as Mr. Gaebler. He believed in cooperation, and related a funny incident about Johnnie and his cat which illustrated the point. He believes that there is sufficient room in business for all, and that cooperation should be the order of the day.

A letter was read by the president from Otto Rathman, president of the American Granite Company of Milwaukee, Wis., inviting the dealers to visit the plant of his company at Milwaukee at the expense of his company.

The following monumental dealers notified the president, by letter, of their inability to be present, but expressed themselves as being in hearty sympathy with the objects of the National Retail Monument Dealers' Association:

E. D. Wilcox, Clarksville, Ia.; Chas. M. Walsh, Petersburg, Pa.; J. S. Clark, Louisville, Ky.; Dixie Marble Works, Hattisburg, Miss.; Raedner & Nunes, Jacksonville, Ill.; J. W. Goodell, Burlington, Vt.; W. T. Schell, Jr., Polo, Ill.; Stotzer Granite and Marble Works, Portage, Wis.; A. G. Wright & Co., Onawa, Ia.; R. L. Moore & Sons, Boonville, Mo.; W. G. Potter & Sons, Geneva, N. Y.

The following are extracts from letters received from monument dealers unable to be present, but who were in sympathy with the movement:

M. C. Barney & Son, Flint, Mich.: "Will do all in our power to organize the trade in the state of Michigan. Do not believe the National organization can do the greatest amount of good to retail dealers without state organization."

J. W. Reynolds, Simpson, Ill.: "Wish I could be with you. Remember our lien bill and how it was slain."

Prairie Granite & Marble Company, Grand Island, Neb.: "Let us hear further from you."

Joseph H. Peter & Co., Louisville, Ky.: "I wish you much success, but cannot be with you."

Maple City Granite Company, Adrian, Mich.: "We cannot be present, but send us an application blank."

G. W. Knox, Bellevue, Ohio: "Something should be done to better the conditions of our business. I wish you Godspeed."

Lupton Bros., Mattawan, N. J.: "Conditions are rotten. Our people selling work for little or nothing."

J. D. Sutherland, Monmouth, Ill.: "Am too busy to come. Am a member. I hope to be able to be with you at some future time."

Godden & Ballad, Emmetsburg, Ia.: "We regret that we shall be unable to attend the meeting. Hope to be associated with you in the near future. It is our opinion that some of the most important questions of the day are to be considered, according to the program which you sent me. Lohr & Wiefenbach, Mil-

waukee, Wis., will be unable to attend the convention. I wish you a prosperous meeting."

E. B. Willett, Bryan, Ohio: "Am in sympathy with anything that will benefit our trade, and no doubt will become a member."

F. Hattendorf Granite Co., Wheaton, Ill.: "Hope in the future to become a member. Cannot attend the meeting at this time on account of prearranged business."

Neligh Marble and Granite Works, Neligh, Neb., F. G. Anringer & Co., Proprietors: "I had promised myself the pleasure of attending the convention this year, and it is with sincere regret that business matters will not permit me to attend. Failure of wholesale dealers to get work to us has so depleted our bank account that all unnecessary expenses must be cut out. We are still setting decoration work, and carload orders which should have been set at that time have not yet been received by us. It makes no difference how long a wholesale dealer takes to bill out your orders, they are there with the usual sight draft just the same, and I think the convention should take some action in this matter, as it is hard for me to believe that the railroads are the cause of the delayed shipments. I notice that goods get through when started, and this excuse is badly worn out. One car shipment, in particular, is causing us a great deal of worry, from the fact that our customers have lost all confidence in our ability to get work out as quickly as our competitors. It is a mixed car of Barre and Quincy work. It was ordered for June delivery, and we are still waiting for the billing. Our customers pass us on the street and look the other way. We know what they think; we are getting the reputation of being the most cheerful liars on the pike, but we have stopped making excuses, we have run out of them. Some time we are going to write a book, freely illustrated, entitled, 'The Unmarked Monnd,' or 'The Car That Never Came.'"

Humboldt Marble Works, Humboldt, Tenn.: "We are in sympathy with the object of the National Retail Monumental Dealers' Association, but cannot be present, from the fact that one of the members of the firm is East buying stock, and will not be at home till August 20. Each state should organize and work in harmony with the National Association. Please have secretary notify us when the dues are to be paid, and we will send check for the amount."

Standard Monument Works, Vincennes, Ind.: "On account of other business, we find it impossible to attend the meeting of the National Association. We are fully in sympathy with the object of the meeting. We have a local understanding as to some minor affairs, such as cutting inscriptions on monuments in the cemetery, and when parties go from one shop to another to get prices they find them all the same. In our opinion a scale of prices should be adopted. We are in favor of the association, and will try to meet with you at the next regular meeting, and you can put our concern down for a membership, and we will forward you the regular fee."

Cann Monument Co., Frankfort, Ind.: "It has been my intention to attend the meeting of the National Association, but at this time find it impossible.

There are many things that can be accomplished through our state and national organizations. I hope to become a member of your association."

Meeting adjourned until 8 p.m. Near the convention hall were rooms occupied by W. H. Van Sickle of the Thomas H. Dallett Co., Philadelphia, makers of pneumatic tools, in which Mr. Van Sickle was showing the hand tools made by the company, and other good things which Mr. Van Sickle knows so well how to dispense. We also called at the room occupied by Bliss Bros. of Buffalo, N. Y., who were exhibiting a full line of photographs of monumental work, issued by this firm, who are too well known to need comment from us. Exhibitions of this kind should be encouraged by the National Association. It is common for manufacturers of different lines of material, sold by members of national associations, to give extensive exhibits on occasions of this kind. In connection with the exhibit of the Thos. H. Dallett Co., in addition to exhibiting pneumatic tools, Mr. Van Sickle, representing the company, told the writer that he did not intend to take the tools he exhibited home, and proposed to hold a raffle, by which some dealers would secure hand tools for nothing. It was only necessary for them to sign a slip, on which was a number. There were four tools to be disposed of, and each applicant had four chances. The program was carried out as outlined, and there were gathered in Mr. Van Sickle's room, at the time of the drawing, about thirty-five retail dealers, and the occasion was one of considerable amusement and interest.

F. G. Stambach, proprietor of the Osborne Marble & Granite Works, Osborne, Kan., drew the first number, which entitled him to a plug drill, and as Mr. Stambach could not use it in his business, it was afterwards sold to C. W. Hills of Jackson, Mich., at a sufficient price to pay a good share of Mr. Stambach's expenses.

F. R. Stewart of Mannington, W. Va., drew the next number, which entitled him to a one-inch carving tool.

W. J. Cadd, Boone, Iowa, drew the next number, which entitled him to a three-quarter-inch carving tool.

Henry Scheele, Sheboygan, Wis., drew the next number, which entitled him to a half-inch carving tool.

The evening session opened at 8.30, with a discussion on "Cost and Profit of Monumental Work," by various members present.

Mr. Gaebler stated that he was of the opinion that a profit of from 30 to 50 per cent was none too much.

Mr. Carl Manthey stated that every item should be considered, and to this should be added 30 per cent for profit on all monumental work and 50 per cent on markers.

A. W. Kistenbroker of Chicago stated that he would deem it advisable for every dealer to have a system. He employed one and found it absolutely necessary; that haphazard work and reckoning brings only disaster.

F. D. Black of Grand Rapids stated that it was his belief that 40 per cent should be added to net cost.

W. J. Cadd of Boone, Ia., stated that at times it was necessary to do business on a 5 per cent profit on account of excessive competition.

E. A. McColly of Latrobe, Pa., had considerable to say about unfair competition. He believed that when a competitor made a price, which was below a living price, to let the other fellow have it. It was the only safe way, and there was nothing in doing business for pleasure.

Hon. Louis H. Zinger, Pekin, Ill., made an address, entitled, "Lien Laws on Monumental Work." Mr. Zinger was the father of a lien bill on monumental work, which he tried to put through and failed. It would seem from Mr. Zinger's talk that a law of this kind is absolutely necessary, for it was stated to us by several of the members present that the old-fashioned idea that it was a matter of honor to pay for a monument is no longer sound or sensible. In fact, it comes under the head of any other commodity and should be paid for in the same way. Sentiment is no longer an incentive to pay for this class of work any more than for a pound of meat or a suit of clothes; therefore, the necessity of a lien law such as exists in some states. He read a copy of a bill which he endeavored to have passed in his state, and gave an outline of the arguments which he had to overcome; also cited cases in which payments for monumental work could not be enforced. One related to the taking down of a monument between two days which had not been paid for, and scattering the various pieces among the stock and cutting out the inscription on the die. He stated the reasons given by the governor for the veto of the bill. Mr. Zinger stated that he started in business in 1884, and was deeply interested, both financially and otherwise in the prosperity of the granite and marble business, and believed in its future prosperity.

A discussion then followed by the various members regarding a lien law.

Chas. G. Blake stated that it was his opinion that a small amount of money was lost on monumental work. Other members discussed the matter *pro* and *con*, in an interesting manner.

A paper on "A New England Dealer's Comments on Trade Conditions," by Robert L. Cook of Springfield, Mass., was read by the secretary. It was interesting, but lack of space obliges us to omit it.

The matter of the invitation of the American Granite Company, before referred to, was brought up, and it was agreed by the members present to have an extra session on the evening of the 14th, in order that the members who so desired have a chance to take advantage of the offer of the president of the company to go to Milwaukee.

The meeting then adjourned at 10 p.m. until 9.30 a.m. Wednesday.

The meeting, Wednesday morning, was called to order at 10 o'clock. The following paper was read by F. M. Schillingen, Madison, Wis., "Efficient Help: How to Get It and Keep It":

"The topic, 'Efficient Help: How to Get It and How to Keep It,' is certainly one of the very important subjects which every dealer is interested in. I believe we all feel that we know when we have efficient help, so that part requires no explanation, but how to get and keep it is quite another thing. I can speak only from experience and observation, which has taught me that the best and about the only way to secure efficient help which you can keep is to make it by taking in ap-



"GRANITE, MARBLE AND BRONZE," SEPTEMBER, 1907.

PRICE:	
Barre Granite	A A E
Quincy Granite	A P Y
Westerly Granite	A T E

DIE	5—0 x 2—0 x 3—4
BASE	6—6 x 3—6 x 1—4



"GRANITE, MARBLE AND BRONZE," SEPTEMBER, 1907.

APEX . . . 2-6x2-6x1-10
 DIA . . . 5-8x2-9x3-6
 BASE . . . 6-8x3-9x1-5
 B. BASE . . 8-6x5-4x1-6

PRICE:

Barre Granite T P Y
 Quincy Granite T T Y
 Westerly Granite I V Y

prentices and select those, if possible, who are robust, of good habits and have a desire and determination to learn the trade and to serve their employer in a satisfactory way.

"I fully realize that such young men are not very numerous, but occasionally one can be found, and we should make an effort to secure as many as possible. Many dealers do not care to bother with apprentices, and I must confess I am one of them, but it is plain to be seen there is a shortage of efficient help, and the only remedy is to take in more apprentices to take the places of those who drop out on account of feeble health, old age, death, or for any other reason and also to keep up with the constantly increasing demand for granite and marble for cemetery and building purposes.

"There are other ways of securing help, the most popular being to advertise in the trade papers, or to correspond with those who advertise for positions. I have secured a number of men in this way, and most of them good, efficient men, but I have also found that a very few of them care to remain with us permanently. For some reason many of them seem to be very fond of traveling. Some of these travelers come to you entirely out of funds and in many cases they request that you advance railroad fare to enable them to come. Usually, such men are undesirable, as they leave creditors mourning their departure and will treat your home merchant the same way.

"There is also another way of securing efficient help, but you must break the golden rule to do it. That is, to entice men away from your neighbor dealer by offering them an advance in wages. This is a practice quite common, I understand, in large cities where there are many shops and many men employed, but it is dishonorable and should be condemned. It takes only a short time for your other men to find out that this new man is to receive 25 or 50 cents per day more than they, with the result that they become dissatisfied and demand an increase in pay, so you are the direct cause for labor making such demands and have done a great injustice to your neighbor.

"To keep efficient help it is necessary to give steady employment, have a good workshop with good light and ventilation, good machinery and tools and a regular pay-day. As I said before the best way to get help is by taking in apprentices; and am also of the opinion that the young man who learns his trade with you will be the easiest man for you to keep, as it is his home town and later is apt to get married and settle down, so that even an offer of 25 to 50 cents per day more would not induce him to accept if he must move to another city."

Then followed a discussion upon "Efficient Help: How to Get and Keep It."

Jos. F. Gast agreed with Mr. Schlingen that it was necessary to have a regular pay-day; that the help were better satisfied if they could depend upon having their money at a certain stated time.

T. M. Avery went into the matter of "Union and Non-Union Help"; stated that he was forced into making a union shop two years ago. This was about the time that he took up the cutting of monumental work. He kept a gang of men working all winter,

and up to date had found a union shop fairly satisfactory.

Louis Zinger believed in taking a young man and teaching him the trade; that they were the most reliable; believed that a good workman was entitled to good pay; believed in paying every Saturday night. He did not believe in employing traveling stone cutters, as they were unreliable, sometimes working one or two weeks, then leaving between two days.

R. J. Haight read the following extract from a letter:

"The question of 'Efficient Help: How to Get and Keep It,' is a good one, and a very important factor affecting the whole trade. We have tried to solve that problem for ourselves by securing all the apprentice boys that we could get, and teach them the trade, and we often found that our hard work of teaching and bringing up boys was repaid by the local dealer making a trifle better inducement to them, and, using a strong expression, stealing them from us, and the only way we could possibly get them back was by making a still better inducement to them. Of course, the local dealer would thereupon make another offer, either to the same boy or to another boy, and so whenever a boy was hired away from us, we made no effort to get him back; but the practice is very wrong. We would rather have the dealer step into our office and take away some article of value, or in some instances, we would rather prefer that they put their hands into our till and take out \$50 in gold, than that they would steal one of our best men. Some boys whom we have discharged have been rapidly picked up by one or the other of the local dealers. The practice is very wrong.

"If, however, each dealer would make it a point to always keep one or more apprentice boys and other dealers would abstain from employing these boys that are being taught the trade, at the cost of a great deal of patience and expense, as boys are apt to spoil, at times, costly stones, the trade, as a whole, would be benefited a great deal, but at this time a dealer will often say: 'What's the use, why should I bother myself teaching the trade to a boy, for when he just arrives at a station when he will be of some use to me, some other dealer will come in, make him a trifle better offer than I have been paying to him, and I am then confronted with the problem of teaching the trade to another apprentice boy.'

"Furthermore, oftentimes a boy who has been with us one and one-half years will go to some other shop and say that he has served his full time of three years and is a full-fledged journeyman, and the other dealer takes him at his word and pays him the wages of a journeyman. This boy takes his check, to which he is not entitled, and shows it to his former friends and gets them envious thereby. They will either strike for higher pay or also start out and try their luck with other dealers.

"This could be remedied to a great extent by dealers insisting upon a regular statement from the firm where the boy learned his trade, stating that he had actually served his full time, and the dealer would be protected against being bilcocked, and would not be paying journeyman's wages to an apprentice boy. The wrong practice of taking men from some other

H. J. M. JONES, Pres.
JOHN E. SMITH, Treas.

ANGUS A. SMITH, Vice-Pres.
JOHN G. McLEOD, Supt.

WELLS-LAMSON QUARRY COMPANY

(Successors to Wells & Lamson Co.'s Light Quarry Interest)

BARRE, VERMONT

**We solicit the patronage of all Dealers
requiring a fine-grained Barre Granite.
We are now equipping our quarry with
a large Derrick Hoist, etc., which will
enable us to fill orders promptly.**

CUTS OF OUR QUARRY WILL APPEAR LATER

"THE PROOF OF THE PUDDING IS IN THE EATING"

Car shortage has troubled you greatly for several months. Do away with that irritator by sending your orders to us. Don't take our statement for it but try us and see.

GREARSON-BECKETT CO.

WILLIAMSTOWN, VT.

dealer can be done away with by forming a strong state organization, and, again, a strong national organization, and creating more of a friendly feeling among dealers, and if they once realize that they have a great many mutual interests, and by standing together and fighting against the evils of the business, a great thing can be accomplished, and in no case can combined mutual interests be as well promoted as by having a mutual understanding as to the proper raising of apprentice boys, and then discontinuing the practice among dealers to solicit the services of the workmen of other dealers."

C. W. Hills believed in paying his help fully up to what they earned, and treating them justly. It was experienced that after a man had worked for him for quite a time that he might leave, but invariably came back.

A. W. Kistenbroker stated that as a rule his help came from the country districts; that he had never been able to secure good men from the East.

J. F. Bloom stated that his competitors were in the habit of getting and trying to get good help away from him; that good help was liable to be influenced by others; that it was hard to secure boys who would stick to it. He had paid apprentices one dollar per day.

Jos. F. Gast stated that he had found that union workmen would work in non-union shops, and cited an instance where this was done.

A. W. Kistenbroker of Chicago stated that he was operating a non-union shop; that he paid union wages and operated his shop union hours.

Theodore F. Gaebler stated that in his early days he was apprenticed for three years. He gave an interesting description of his experiences; among other things, he told of his employers holding back one dollar a week, which was to be forfeited if he left inside of the contract period.

Next in order was a paper upon "Side Lines: What Can Be Handled to the Best Advantage," by Theodore F. Gaebler. It was his experience that there were two different kinds of side lines, one for advertising and the other for profit. He related an experience along the advertising line which was as follows: He bought a couple of bloodhounds and advertised to trail a man out into the country. He kept them well fenced in and marked the door of the pen "DANGEROUS." In reality they were quiet as lambs, but they were the only bloodhounds in the country and they created a sensation. After he had been using them in this manner for some time he sold them. Among side lines for profit he mentioned iron fences; did not believe that they amounted to anything from a profit standpoint, for it took too much time away from his regular work. This applied to metal wreathes, etc. Mr. Gaebler spoke about burial vaults as a side line as follows, mentioning a steel vault that had not been satisfactory; had handled other kinds to advantage. Stated that, as a rule, he had made a profit upon this class of work and had found it satisfactory; believed that it should be made a separate department of the business. It was the only line he had ever carried aside from his monumental work that was a success. It aided in placing a contract for monumental work. He stated that he did not believe a man could be successful who sold stock, food and monuments, or real estate and monuments.

F. R. Stewart of Mannington, W. Va., agreed with Mr. Gaebler that side lines were not a success.

I. J. Harris of Galesburg, Ill., stated that he had considerable experience with vaults, which were, on the whole, very satisfactory, and considered them a necessary part of the business.

Jos. F. Gast of Chicago did not believe in side lines. T. M. Avery of Chicago and Theodore F. Gaebler of Rockville, Ind., did not consider that vaults

Are you busy? Then

"DALLETT" CARVING TOOLS



would save you many a dollar at this time.

"DALLETT" Carving Tools are smooth-running and comfortable to the hand, and they are made in four sizes, suitable for work in every description of stone, from the hardest granite to the most delicate marble.

Write for Bulletin

THOS. H. DALLETT CO.

23rd and York Streets,

PHILADELPHIA, P.A.

come under the head of side lines, but considered them necessary to the business. Mr. Avery believed in slate vaults. His experience had been very satisfactory with them. He had also erected vaults of concrete construction.

F. R. Stewart of Mannington, W. Va., stated that in general, vaults were used in all cemeteries in his state; that he was now using a concrete vault, but erected all kinds.

Mr. Gaehler did not believe in building work as a side line; believed that this was a separate business, and that the small contractor could secure just as low prices from the quarry owner and manufacturer of sandstone building work as he could.

C. W. Hills of Jackson, Mich., stated that the undertakers in his section of the country handled vaults.

F. E. Lute of Waterloo, Ia., stated that he found a profit in building work as a side line, also handled vaults at some profit.

Carl Manthey of Green Bay, Wis., stated that in his section of the country this work belonged to the undertaker.

Following this was a discussion on "Agents: Do They Pay? How Best to Employ Them." F. M. Schlingens believed that it was necessary to employ them and he did so, some on a percentage basis and some on a salary. Those whom he employed on a percentage basis he paid 15 per cent on their sales. Commissions were due on the first of each month. If bill for a monument proved to be uncollectable the amount of the commission was to be deducted. His salesmen paid their own traveling expenses.

C. W. Hills of Jackson, Mich., stated that he believed that agents were a necessary part of the business. He paid them 15 per cent; did not believe in paying all commissions at one time. This was to guard against countermanded orders and uncollectable bills; that if the agent's price to the customer was below price made to him, that a reduction in commission was made in proportion.

F. R. Stewart of Mannington, W. Va., stated that all his agents were under bonds, and that he paid ten per cent on receipt of the order and ten per cent on the completion of the monument and acceptance of the same by the customer. The agent took all the

risks of bad accounts, etc. Agent received one-half the commission of sales made at the shop influenced by him.

G. N. DeMerell of Lansing, Mich., stated that he had two men on a salary, but believed in commission.

Carl Manthey of Green Bay, Wis., did not employ agents, and did not believe in them. Would pay a salary in case that he employed them.

F. E. Lute of Waterloo, Ia., employed agents, and believed them to be a necessary part of the business.

The next topic under discussion was the matter of "Advertising: How to Get the Best Results":

John Hogan of Le Mars, Ia., president of the Iowa Monumental Dealers' Association, believed in advertising in the right way; that in his experience the daily papers were the best method of advertising, but that the advertising should be made readable, and if cuts were used they should be made attractive. He found this kind of advertising profitable. He had employed agents without success.

J. S. Coles, Poseyville, Ind., believed in advertising, and related an amusing experience. Newspaper advertising he believed the best source through which to advertise monumental work. He believed in keeping on the right side of the reporters, and of those who had anything to do with the make-up of the newspaper; that in this way he secured some free advertising in the way of stories about monuments which he had sold or proposed to sell.

E. A. McColly, Latrobe, Pa., believed in newspaper advertising. His experience had been very satisfactory; also, he had cut out the deaths as published in the various papers in his vicinity, and had sent out a postal card, on which appeared a cut of his shop. He sent out an advertising pencil and calendars, also certain letters giving a description of the plant; advertised in street cars and on time tables. With this advertisement he was supplied a certain number of time tables which he sent out to prospective customers. He also sent out card cases bearing his advertisement.

T. M. Avery of Chicago asked for information about bargain sales in monuments; if they ever turn out to be profitable in the experience of the members present.

W. W. Dye of Danville, Ill., stated that he made contracts for three months' advertising in the daily

Barre Pneumatic Tools
FOR GRANITE, MARBLE & STONE

SURFACER TOOTH CHISELS

Made of 1 1-2 inch sq.
stock for large and 1 3-8
inch for small machines.
Nothing but the very
best of material used.

PRICES

FOR LARGE SURFACERS

\$1.25

EACH

FOR SMALL SURFACERS

\$1.00

EACH

Everything in the
line of small
tools for working
Granite

PROMPT SHIPMENTS FROM STOCK

Trow & Holden

BARRE, VERMONT

papers and found it profitable; also, had found that the use of short advertisements in the daily papers paid him well, but found that the best advertisement was a good job.

G. N. DeMerrell of Lansing, Mich., believed that it paid to advertise bargain sales.

Carl Manthly of Green Bay, Wis., believed in upholding the dignity of his business, and not advertising bargain sales; believed in advertising in the local papers just before Decoration Day.

Next in order came the report of the Nominating Committee for the ensuing year. The following were the nominations:

F. M. Schlingens, Madison, Wis., president; Ross C. Adams of Lexington, Ky., vice-president; A. W. Kistenbroker of Chicago, Ill., secretary; Theodore F. Gaehler of Rockville, Ind., treasurer. T. M. Avery to be a member of the Executive Committee, to take the place of one of the members whose term had expired.

The convention adjourned at 12:15 p.m. for lunch.

Adjourned meeting called at 2:30 p.m. First in order came the election of officers and member of the Executive Committee, as given above, which was done unanimously. All the incoming officers made short speeches of thanks. Mr. Kistenbroker, the newly elected secretary, stated that he was secretary of the old national organization, and hoped he would not prove a hoodoo.

W. S. Desch was elected sergeant-at-arms. Theodore F. Gaehler succeeds himself as treasurer. T. M. Avery, retiring president, gave the members his thanks for their backing during the past year, and made other pleasant remarks. Will state that in connection with Mr. Avery that his administration in the affairs of the National Association has been satisfactory in every way to its members.

The first year of an association of this kind is, as a rule, the hardest year. There has been a lot of work to be done which the members and outsiders do not appreciate. It is altogether a labor of love, and one little appreciates the labor involved, which is thankless to a large extent.

One hundred dollars was appropriated as compensation for the retiring secretary, G. N. DeMerrell.

Mr. Schlingens then took the chair vacated by Mr. Avery. E. A. McColly of Latrobe, Pa., made a report upon grievances which was very interesting. The matter of selecting a place for the meeting in 1908 was left entirely to the Executive Committee.

The meeting adjourned until 4:15 p.m., to allow the members and guests a chance to take advantage of the invitation of the Chicago members to an automobile ride along the lake front and parks. The party filled three large automobiles, known as "rubber wagons," and an automobile, donated for this purpose, by William J. Blake, who has charge of the branch office of Charles G. Blake & Co. The ride extended to Jackson Park, and ended at what was known as the German Building at the time of the Chicago Fair, which is now used as a park refectory. Personally, we enjoyed the outing, not only because it was the first time since the convention that we had been out of the hotel, but also because it opened to us a new feature of Chicago; namely, its beautiful parks. From what we

had seen in the past we believed that Chicago was given up entirely to the commercial side of life, and that the matter of amusement did not enter into their calculations; but if one will take an automobile or any old conveyance and take a similar trip, he will see a side of Chicago life, as brought forth in the parks, which he did not conceive.

On returning from the ride the members present and the press were invited to a banquet given by the Chicago dealers. As time was short there were no speeches, aside from a few remarks made by Chas. G. Blake and T. M. Avery. The kindness and courtesy of the Chicago dealers, who not only provided the trip through the parks, but also the banquet, was thoroughly appreciated by all who attended, and thanks are due, and many of them, to the following dealers who paid the expenses of both: Chas. G. Blake & Co., A. W. Kistenbroker, Welsh & Mitchell and Joseph F. Gast.

The session held on the evening of the 14th was a private one, to which the press were not admitted, at which meeting matters of vital importance to the members and to the trade were discussed. With this meeting closed the first annual convention of the National Retail Dealers' Association.

The following is a list of the members present: E. E. Bradley, Effingham, Ill.; A. W. Kistenbroker, Chicago, Ill.; E. Heartel, Fairmount, Minn.; Joseph F. Gast, Chicago, Ill.; John Zirkel, Chicago, Ill.; I. J. Harris, Galesburg, Ill.; W. O. Cook, South Haven, Mich.; Louis Zinger, Pekin, Ill.; Richard Mellow, Lacon, Ill.; J. S. Coles, Poseyville, Ill.; Jacob Geis, Chicago, Ill.; W. W. Dye, Danville, Ill.; G. M. Lennon, Joliet, Ill.; E. H. Prior, Postville, Ia.; T. M. Avery, Chicago, Ill.; G. N. DeMerrell, Lansing, Mich.; F. D. Black, Grand Rapids, Mich.; W. S. Desch, Central City, Neb.; I. F. Romberger, Chanute, Kan.; Carl Manthly, Green Bay, Wis.; John J. Schaaf, St. Paul, Minn.; Henry Scheele, Shelbygan, Wis.; Fred M. Sedlgingen, Madison, Wis.; Theodore F. Gaebler, Rockville, Ind.; Fred M. Stanbach, Osborne, Kan.; Ross C. Adams, Lexington, Ky.; Charles G. Blake, Chicago, Ill.; E. A. McColly, Latrobe, Pa.; R. Trigg, Rockford, Ill.; F. R. Stewart, Mannington, W. Va.; F. E. Lute, Waterloo, Ia.; Joseph Mitchell, Chicago, Ill.; John Bogan, Le Mars, Ia.; J. F. Bloom, Omaha, Neb.; E. Wunderlich, Joliet, Ill.; Fred E. Lathrop, Robinson, Ill.; Wm. F. Haertel, Harvard, Ill.; E. Haaumann, Chicago, Ill.; D. C. Ryan, Monroe, Wis.; F. W. Le Count, Hartford, Wis.; Chas. Ansbach, Randolph, Wis.

The trade paper representatives were out in full force, and included R. J. Haight and O. H. Sample of the *Monumental News*; Fred Irvine and P. F. Lippold of the *Rock Products*; a representative of the *Reporter*, whose name we did not ascertain; A. M. Hunt of Boston, Mass., editor and publisher of *GRANITE, MARBLE AND BRONZE*; representatives of the wholesale firms and manufacturers included H. C. Moody, W. O. Willson, Austin George, E. R. Fletcher, Frank Hosler, Otto Rathman, F. X. Gosselin and others with whom we did not come in contact.

On the morning of August 15, at 9 o'clock, those members who had decided to take advantage of the

American Granite Company's invitation to take the trip from Chicago and return at the expense of the company, proceeded to the dock, and were here given tickets to Milwaukee and return. Personally, we are not fond of lake traveling, but certainly it was a novelty to the writer. The steamer itself, which we illustrate, was a novelty in its way; the hull being of the whaleback type, with four decks, and upon this particular trip the purser informed us was carrying 4,000 people, largely women and children. We had visions of sea sickness and horrors which are brought forth by occasions of this kind, but fortunately for 3,999 people, for we assume this number would have been seasick, the trip was a quiet one, and although there was at times a perceptible roll, yet it did not disturb the writer's delicate stomach, which had been made all the more delicate by late hours, or possibly a hot bird or two.

The trip from Chicago to Milwaukee was without any particular event, except the discussions by the various members as to the different phases of the convention and the outlook for the future success of the national organization.

Upon our arrival in Milwaukee we found a six-horse tally-ho awaiting our disposal. We immediately started for what we believed to be a five-mile drive to the plant of the American Granite Co., formerly the Milwaukee Monument Co.

The shed is of the straight type, and with the overhead traveling derrick, modern in every way, and we could not help noticing the cleanliness and general care taken in all parts of the shed, to have it kept in order, and no indiscriminate stock and work hanging round to interfere with the workmen. The polishing mill had a board floor, with places for the water to drain off.

We noticed monuments being cut from the handsome mahogany red granite which this company has so much advertised, and it certainly is handsome to look at, as the contrast between the hammered and cut work is very marked. All told, we had but fifteen minutes to view the plant and take advantage of a generous luncheon provided by the company. There were but a very few minutes to spare upon the arrival of the party back to the boat before it started on its return trip, arriving in Chicago at about 2 p.m. List of those accepting the invitation of the American Granite Co.: Theodore F. Gaebler, Rockville, Ind.; H. M. Bowen, Consolidated Stone Co.; W. J. Cadd, Boone, Ia.; G. N. DeMerrell, Lansing, Mich.; F. D. Black, Grand Rapids, Mich.; John J. Schaaf, St. Paul, Minn.; Otto Rathman, Milwaukee, Wis.; F. X. Gosselin; E. E. Bradley, Effingham, Ill.; John Bogan, Le Mars, Ia.; Charles Blake, W. S. Desch, Central City, Neb.; Mrs. W. S. Desch, Central City, Neb.; Fred G. Stanbach, Osborne, Kan.; Joseph F. Gast, Chicago, Ill.; Nellie Livingstone, Pittsburgh, Pa.; Mrs. A. R. Williamson, New York, N. Y.; W. L. Fletcher, Winona, Minn.; Thomas P. Lennon, Joliet, Ill.; I. F. Romberger, Chanute, Kan.; James R. Welsh, F. E. Lute, Waterloo, Ia.; Otto Sample, *Monumental News*; F. R. Stewart, H. C. Moody, B. F. Lippold, *Rock Products*; Miss La Delle Edgar, Ross C. Adams, E. A. McColly, Latrobe, Pa.; C. W. Hills, T. W. Eagan, Henry Scheele, Jr., I. J. Harris.

Specify KLONDIKE STOCK at all times
Blue White Westerly Granite
FROM THE FAMOUS KLONDIKE QUARRY
 OWNED AND OPERATED BY THE
GOURLAY GRANITE WORKS



THEO. R. HELB MAUSOLEUM, PROSPECT HILL CEMETERY, YORK, PA.

Cut from our BLUE WHITE WESTERLY GRANITE by The N. E. Granite Works, Westerly, R. I.

The most suitable stock for all kinds of monumental work quarried in Westerly or New England, and the only firm in Westerly that makes a specialty of rough stock for the trade. Wholesale prices to one and all, equal treatment to each customer.

In addition to our KLONDIKE stock, we furnish the old

WESTERLY BLUE STOCK WESTERLY PINK STOCK WESTERLY RED STOCK

AT WHOLESALE PRICES TO DEALERS

FOR PRICES APPLY
TO

GOURLAY GRANITE WORKS

WESTERLY,
RHODE ISLAND

Miss Edna M. Cook, Mr. and Mrs. R. Mellow and A. M. Hunt, GRANITE, MARBLE AND BRONZE.

INCIDENTS OF THE TRIP.

During the trip, we noticed Kansas, Chicago and Iowa in a discussion in a corner. We concluded that it was something of deep interest to the trade, and thought it might prove interesting to the monumental dealers. We stepped up, as we thought it was our privilege, and found out that there was an exciting discussion under headway regarding which state produced the most corn, and how much corn fourteen hogs would consume in a given time.

Minnesota met a couple of young ladies, but neglected to introduce Indiana. Indiana concluded that he had saved a dollar which had been the expense for supper. We concluded that if he had saved a dollar he could afford to spend it for a subscription to GRANITE, MARBLE AND BRONZE, and so suggested. Indiana agreed, and we now have the dollar, although we promised to spend it on the article which has made Milwaukee famous—but did not have time.

The trip from the boat to the plant of the American Granite Co. was through the suburbs of the city, and a more prosperous looking section for a large city it has not been our pleasure to witness. The population, we are informed, are, to a large extent, German, very thrifty, and good citizens. We believe that in the suburbs of Chicago or New York the party would have been met with a fusillade of aged eggs and decayed vegetables, but in Milwaukee the boys cheered, the girls waved their handkerchiefs, and the women folks looked on and grinned. The children were neat and clean, as a rule, and we know that if the tally-ho had stopped for a minute they would have asked us to take some of Milwaukee's "Famous," but we were too busy.

It certainly showed enterprise on the part of Mr. Rathman to invite the members of the National Association to visit his plant, but we should suggest that next time, if there is a next time, that we be given more time to see what there is to be seen. We regret, even now, the sandwiches and other good things which were left behind.

West Virginia and the writer had a heart-to-heart talk coming back, all by our lonesome, away from the crowd, with good cheer, our coats off, and feet up in the air; we hope that West Virginia enjoyed it as fully as the writer. To be sure, we lost our way from the boat, in the wilds of Chicago, but finally recovered the blazed trail which led to the hotel, and did not lose our scalps.

INCIDENTS OF THE CONVENTION.

W. H. Van Sickle of the Thomas H. Balliett Co. of Philadelphia can be set down as the pioneer exhibitor at the meeting of the National Association of Monumental Dealers, for he was there first, and Bliss Bros. of Buffalo, N. Y., photographers of monumental work, were a close second.

We did not notice that Chicago and Chicago people had changed their methods or hours since a year ago. Our impression a year ago was that they did not know when the sun sets, and this last visit has confirmed that impression. Two o'clock A.M. is only fairly late. Three o'clock is considered late; and we learn from those who know that even the proprietor of one of our contemporaries was found out of bed at the latter hour and wandering round; perhaps he "Haighted" to go to bed.

E. R. Fletcher of Hardwick, Vt., was the only proprietor of a quarry or shed that was in evidence at the meeting. It was always a pleasure to meet him, and we know that he has made many friends at the various association meetings which he has always attended. He is always a gentleman and can be depended upon to do the right thing at the right time.

It is our belief that the National Association of Retail Dealers will have one thousand members before it is five years old. The members present at the last meeting were earnest in their desire for the success of this association and earnest in the desire for their own improvement and the improvement of others, and according to the stories told, there is a great necessity for improvement in the business methods of the retail monumental dealers.

We cannot understand why the salesmen and wholesale dealers have the impression that the National Association is aimed at them; certainly nothing was further from the minds of the members of the association.

We are told that by the vote of the members of the National Association that the salesmen and wholesale representative dealers were excluded from the banquet given to the members of the National Association and press representatives. This was not so, and a minute's thought would convince even the most skeptical that it could not be so. Those who sat down to the banquet were the guests of the four Chicago dealers mentioned above, and therefore could not have a hand in inviting or excluding any one.

There was represented at this meeting a purchasing capacity of at least \$500,000.



Owing to the death of our correspondent (we assume that he is dead, as we have not heard from him), we are obliged to omit items under this heading.

We expect, later, to publish the obituary of our correspondent, together with his picture. This is the first time in sixteen years that we have failed to publish items under Barre News, and we have every reason to believe that it will be the last time that we shall fail to do so.



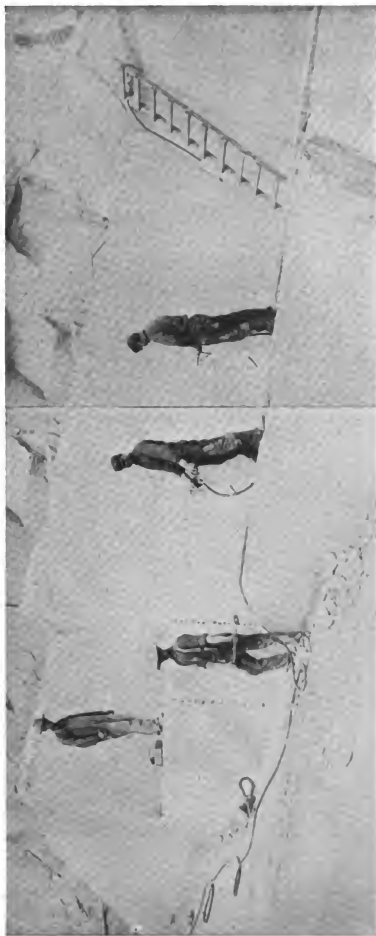
FALCONER & CO. Quincy, Mass.

QUARRY OWNERS

OWNERS OF THE FAMOUS MCKENZIE & PATTERSON QUARRY PRODUCING

EXTRA DARK QUINCY GRANITE

We can fill your orders for rough stock of any size in reason



The sheet of granite illustrated is one of a series starting from the bottom of the quarry. The sheet shown is about 15 x 25



The condition of the granite business in Quincy is never better than it is at the present time. The season has been an exceptionally good one for the men to work, for while it has been hot it has not been so hot that men were obliged to quit work. The result is that a very large amount of work has been turned out this summer. It is well that it was so, or the manufacturers would have been swamped. All of the manufacturers of the city seen this month have the same story to tell: "That business is good. We have plenty of orders and there seems to be no lack of work in the market to be let."

The only complaint, perhaps, is in regard to the prices. Competition is so sharp that prices have got down to the very bottom, and it is only by strict attention to business and watching every little thing that a new dollar can be had for an old one.

Just at the present time there are a large number of good sized jobs being cut in Quincy; notably, the Mark Hanna memorial, the Joel Cook soldiers' monument, drinking fountain for the town of Milton, and a host of memorials of the sarcophagi design of large proportions. Many of these memorials, and in fact the majority of them, are being cut of Quincy granite, although there are quite a number of Westerly jobs being cut. This granite is used largely in memorials where there is to be much fine carving.

Hughes & Johnson have a large amount of work on hand at the present time, which includes a lot of large work. Among their new work is a shaft job standing 20 feet high. The bottom base is 5 x 5 and it is to be rock face finish, with the exception of the die, which is polished. The name appears on the second base in raised block letters. The job is being cut of Quincy stock. They also have an all polished column die sarcophagus with a 6-6 x 3-to bottom base. This job, finished, will weigh over 10 tons.

Joss Bros. Co. have a great amount of work on hand at the present time, including several Westerly jobs. Two of these are of blue Westerly, their bottom bases being 6 x 3-8. They also have several others of nearly the same size. Another job that they have is the fountain to be presented to the town of Milton by William B. Weston. There are seven pieces in the job, in addition to the basin, which is 6 x 5-6 x 1-6. This basin rests upon two pieces, the lower of which is 3-to x 3-to. On the face of one of these pieces, in raised letters, is the inscription, "Presented by William B. Weston, 1907." Over the basin is a bronze head, from which the water spurts, and over this is the inscription, "Adam's Ale, for Man and Beast." There are to be places for man, horses and dogs to quench their thirst. It is being cut of Quincy granite.

James F. Desmond is cutting a very handsome Celtic cross of pink Westerly stock. The bottom base is 5-5 x 3-5, and the total height is 13 feet. The cross is to be elaborately carved. In addition to this, he is cutting a flight of six steps, all in one solid piece. The size of the block of which the steps are being cut is 8-4 x 6 x 4-4. He also has considerable other work on hand.

The Columbia Granite Co. have a very handsome red granite job set up in their yard, ready for shipment to New York parties. Although the job is not what might be called a large one, the fine workmanship and highly polished surface brings it at once into prominence.

One of the handsome jobs seen at the yards of Deacon Bros. is an all polished sarcophagus job with a moulded die. The bottom base is 9 x 6, and the best part of it is that it was cut and polished at their own plant. They also have a good lot of Westerly granite memorials of various sizes to cut.

Birnie & Diack are among the busy firms of the city. They are situated on Columbia Street, and it is well worth one's time to visit their plant and see the numerous jobs in the process of manufacture. They have several sarcophagi and cottage monuments under way that are to be forwarded to various parts of the country. These vary in size from bases that are 7 x 4 to the cottage jobs with a base of 5 x 5.

A paper is being circulated about the city to purchase a block of granite for the city of Quincy, to place in the monument to be erected at Provincetown. This monument is composed, in part, of a great many blocks of Quincy granite, representing the various towns and cities of the Commonwealth. They are all polished and look very handsome. The contract for getting out these blocks is in the hands of Kavanagh Bros. Co., who have a large number of them all ready for shipment.

C. A. Swingle & Co. report that they have booked several good sized jobs since last month. They include two all polished sarcophagi of four pieces each, the bottom bases being 8 x 5. In addition to this they have secured a large amount of smaller sized work, so that as whole business is as good with them now as at any time this year. The year thus far they report as having been the best they ever had.

George Ruxton was not at his office when your correspondent called this month, but a look through his yards showed that he had plenty of good work on hand in the process of manufacture.

It is probable that the Granite Manufacturers' Association will not hold a midsummer outing at the beach this year, for the experience of the last was such that they want no more of that kind. The annual banquet and election of officers will be held at a Boston hotel late in the year.

Kavanagh Bros. Co. report that the July business was the largest in the history of the firm, and a large



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and for that very reason we pay considerable money each month to occupy this space and keep our name before the public.

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number of new orders found their way on to their books. Among these are two square Westerly jobs for New York parties that call for a large amount of carved work about the dies. One of the bases is 9-2 x 5-6 and the other 8-4 x 4-8. They also have booked a large number of orders for smaller work.

The Merrymount Granite Co. report business as being good, and that they have a large amount of work on hand of the medium size kind. These vary in size from the small to a size above the medium. At their quarry they continue to be busy, and are working every man possible, so as to fill orders promptly.

One of the largest as well as one of the handsomest memorials cut in Quincy for a long time is that being cut by McGilvray & Jones, to be erected at Cleveland, Ohio, to the memory of Mark A. Hanna. The monument, which is being cut of Stony Creek granite, is massive in its proportions. It consists of a flight of steps extending all around the memorial, the face of which is oval in shape. The outside dimension of the lower step being 15 feet square. The bottom base is 7-5 x 6-4 1-2 x 1-10. On the corners of the die are four columns, elaborately carved. These, as well as the whole monument, are to be polished. On the face of the die, in sunken bronze letters, is the inscription, and on the reverse side a large American eagle, carved in bas relief. The whole monument is to be surmounted by a bronze statue. The inscription on the die is as follows:

"To Marcus Alonzo Hanna, this monument is erected by friends and fellow citizens, commemorating his efforts for peace between capital and labor. His useful citizenship and distinguished public service. Born, September XXIV, MDCCCXXXVII; died, February XV, MCMIV. MCMVII."

Outside of the lot are round posts and curbing, and between this and the memorial there is to be brick paving. Several months will be required for the polishing alone.

E. Cavichi of Barre, Vt., the well-known pneumatic tool manufacturer, has purchased buildings and land on Water Street, and is to move his plant to this city in the near future.

The Quincy Column Turning Co. are busy getting out the large North Carolina granite columns and balusters, of which mention was made in the last issue of GRANITE, MARBLE AND BRONZE. They also have received orders for a large amount of other turned work that will keep them rushing until late in the fall.

Alexander Falconer & Co. reports that business is exceptionally good at the present time, especially at his quarry, where the orders for rough stock are coming in faster than he can get it out.

Bids for the new Federal Building, to be erected in Quincy, will be opened in Washington, September 3. The bids call for Quincy granite to be used in the trimmings of the building.

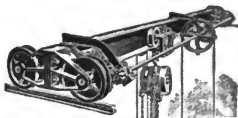
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For Marble and Granite Workers

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BUTTE CITY, MON.—Enos Parsons' Monument Works recently incorporated. Capital, \$3,000. Incorporators, Enos Parsons, James M. Hinkle and Joseph R. McCracken.

WILKESBARRE, PA.—Miller & Laycock have filed plans for the erection of a building on the property which they have purchased at the corner of Mooney Lane and South Washington Street. The building will be one story high, of brick, with a frontage of 35 feet, and will extend back 115 feet to State Street. It will be used as a marble yard and salesroom.

OKLAHOMA CITY.—The International Marble and Granite Company of Oklahoma City and Chicago, recently incorporated, with \$50,000 capital stock. The directors are: Thomas P. Robb and Albert T. Musser, of Chicago; A. J. McMahon of Oklahoma City.

DYERSVILLE, IOWA.—The plant of William Machogan was damaged by fire, August 18, to the extent of \$1,000.

DERRY, N. H.—Mr. Charles Woodman, the granite worker and dealer here, has found his business increasing so that he has been obliged to take into business with him a partner. The firm is now Woodman & Hunt.

OSGOOD, IND.—O. R. Jenkins, one of Osgood's furniture and monument dealers, has just moved into his new building, erected especially for his marble works. When fully equipped it will be one of the most complete in the state. The works will be equipped with pneumatic tools for cutting and lettering.

MARENGO, IOWA.—S. M. Stoddard died June 28. The wife will continue the business for a time.

STORM LAKE, IOWA.—F. M. Schwartz died May 27. The wife will continue the business for a time.

WOONSOCKET, R. I.—Thomas P. Murray, proprietor of the Woonsocket Marble and Granite Works, was recently awarded the contract for a very fine Westerly granite monument.

It will be 8 feet 6 inches high, and will weigh in the neighborhood of 18 tons, is to be of the Westerly granite, finely hammered. The bottom base is 8 feet 6 inches long by 5 feet 6 inches wide. The third base, the die, and the cap, call for a large amount of ornamental carving. The die, which is the most attractive piece of the entire monument, has 12 columns with Grecian caps, surmounted by a heavy cap, on which is cut a raised cross overspread by a palm leaf.

Mr. Murray has recently installed a pneumatic equipment which gives him better working facilities.

SHELDON, IOWA.—Messrs. Shrenk & Elliott and Hagy & Moses have combined their marble works plants into one, and will be known as the Sheldon Marble Works.

NEW ORLEANS, LA.—Albert Weiblen Marble & Granite Co., recently incorporated, with \$200,000 capital stock; Albert Weiblen, president; Charles H. Gans, vice-president, and M. George de Lucas, secretary-treasurer.

ALPENA, MICH.—The Alpena Marble & Granite Co. has been recently incorporated; capital, \$10,000.

FORT SMITH, ARK.—The Fort Smith Monumental and Cut Stone Co. have erected a new show room.

HUMBOLDT, TENN.—The Eclipse Marble & Granite Works, owned and operated by J. J. Snyder and W. F. Antry, were entirely destroyed by fire at an early hour, July 26. The large building, office and fixtures, containing all valuable records of the concern, machinery and \$5,000 worth of finished monuments, ready to be shipped out, are items that are numbered among the losses. The entire loss is over \$15,000, with about \$5,000 insurance.

WYMORE, NEB.—The firm of W. M. Fulton & Son, the monument dealers, bought at foreclosure sale the entire plant of the Great Western Granite Co., of Omaha, which they have shipped to this place.

Aside from a stock of marble and granite goods, the firm secures an extensive machinery plant which they will put up at their works as soon as a suitable building can be erected.

SAN FRANCISCO, CAL.—The granite cutters and quarrymen in this vicinity have secured an increase of 50 cents per day. The old bill expired August 1.

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Proposed Monuments &



Monumental News

DAVENPORT, IOWA.—To commemorate by suitable memorials the battle on Credit Island in 1812 and the site where the Black Hawk Treaty was signed is among the plans of the Davenport Historical Society. The Executive Committee met July 22, and appointed committees to take steps toward the realization of these memorials. The society decided to work with the Daughters of the American Revolution in locating the treaty site, and to memorialize the legislature to mark the first battle of the War of 1812.

EVANSVILLE, IND.—At the meeting of flint glass workers, July 17, a resolution was adopted appropriating \$1,000 for a monument over the grave of their secretary, John R. Dobbins.

PORTLAND, ME.—A contract was made with George E. Little of New Harbor to build a monument on the site of old Fort William Henry at Penaquid Beach. The last Legislature appropriated \$3,000 for that purpose and delegated a special committee to make the contract. The tower, a reproduction as nearly as possible of the original fortifications, will be circular, 50 feet in diameter, 20 feet high, the walls of solid masonry, and with a hip roof and sky light 19 feet.

ST. PAUL, MINN.—The Shiloh Monument Commission, consisting of Gen. L. F. Hubbard, Gen. C. C. Andrews and H. S. Hurter, will consider designs for the monument, September 16, at the Ryan Hotel.

The commission appointed by the legislature has \$4,000 with which to erect a memorial shaft to the memory of the First Minnesota Battery, at the Battle of Shiloh, 1862. The monument will be erected at the National Military Park, Shiloh, Pa.

LOUISVILLE, KY.—Thomas F. Ryan, the New York millionaire, has notified Col. Hillary A. Herbert of Alabama, chairman of the sub-committee on finance of the Southern Memorial Association, that he will donate \$10,000 to the fund being raised for the erection of a monument to the Confederate dead in the national cemetery at Arlington. Through the gift of Mr. Ryan, the fund has been greatly augmented, and the monument will likely be erected at a much earlier date than was expected. The monument will cost \$50,000.

JACKSONVILLE, ILL.—Matt Stargar has started a movement to build a monument to War Governor Yates, and will ask that the state emancipation petition the legislature to appropriate a sum for this purpose.

QUINCY, ILL.—Governor Deneen, August 1, announced the appointment of the commission to take

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charge of the erection of the George Rogers Clark monument, authorized by an act of the last legislature, to be erected in Riverview Park in this city. The commission named by the governor will consist of Gerald M. Finlay, Captain Henry R. Hill, George Gabriel, Jackson R. Pearce and Edward Sohn.

BERESFORD, S. D.—It is proposed to erect a soldiers' monument at this place. The members of the local G. A. R. have the matter in hand.

RICHMOND, VA.—Lee Camp, Confederate Veterans, through Capt. John A. Curtis, has taken a decided step looking to the erection in this city of a monument to the memory of the devoted women of the Confederacy.

A resolution is pending, calling for the raising of \$100,000 for this purpose.

CASCADE, IA.—The contract for the soldiers' monument, which will be erected by the Scotch Grove Memorial Association, has been awarded to L. M. Rooks.

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Advertisements, not exceeding 30 words, will be inserted under heading Situations or Help Wanted free of charge for subscribers to GRANITE. If replies are to come in care of this paper, send 25 cents to cover cost of postage, etc. Rate to non-subscribers 10 cents a line each insertion.

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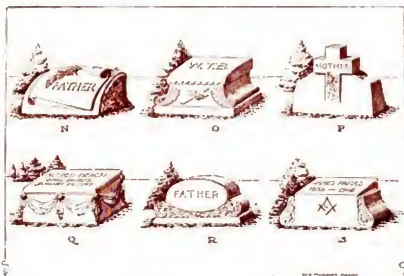
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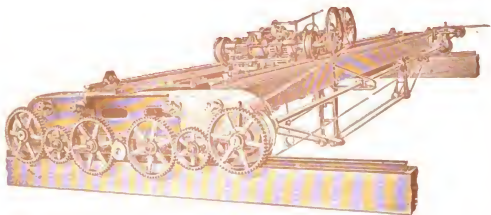
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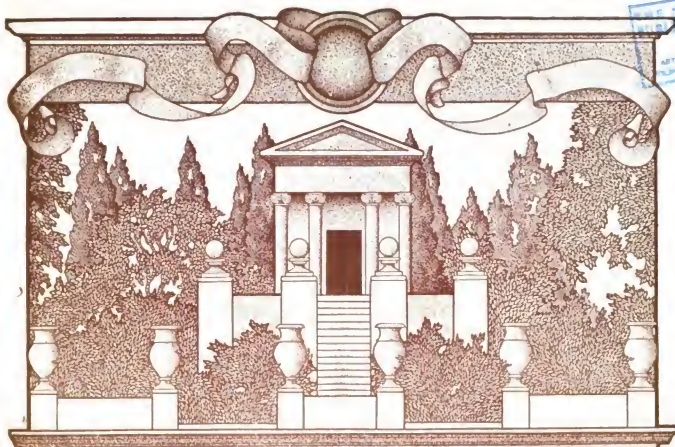
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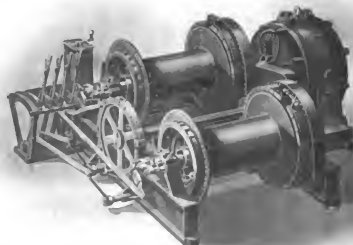
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A. M. HUNT, Editor.

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BUSINESS, AND THE PRESENT AND FUTURE OUTLOOK.

From the present indications it would seem that stock liquidation has run its course. It is stated that Wall Street discounts the future, and we believe this, to a certain extent, is so. There were many things which entered into the present liquidation, which continued its down-hill course, when once commenced, many things, we believe, which the originators of this movement did not figure upon, but, nevertheless, it has been very successful and complete, and we believe will result, eventually, in good, and, why in good? Simply, because business had reached such a stage that there was not money enough to go around. This would seem to be an impossible condition, but such was the case; and business having reached that point, it meant either serious disaster or safety through liquidation, and liquidation was the result. During inflated times the tendency is always to do twice, three times, or more, business than the capital will warrant. As a consequence, those who were never borrowers, become so, and those who had borrowed it, the past, borrow from two to three times more money than they ever did before. And, this with no increase in the amount of money circulated, meant one thing, and that has come about. It was the safety-valve, which will result eventually in good.

As to the future, it is stated that the oats harvest in the West is very disappointing. It appears that twelve states produced in 1906 753,133,800 bushels. While the yield indicated for these twelve states, in August, 1907, is less than 621 million bushels. The United States produced in 1906 954,904,500 bushels. The yield for the year 1907 is estimated at 800 million bushels. The outcome of the spring wheat crop is in doubt. It is estimated that it will be less than last year. For instance, it is estimated that under the most favorable conditions the crop in Manitoba is about 60 million bushels for this year as against 90 million bushels last year. It is stated that there is a short wheat crop abroad, which will make it necessary for foreigners to come into our market and buy, which

will mean much to the farming community in the future, upon whose prosperity depends so much of the general prosperity. As to the condition of the corn crop, the weather of the past month has been, as a rule, favorable. With perfect weather conditions until October 15, it will be possible to raise a large crop of corn, possibly within 200 million bushels as much as last year. A frost this year prior to the above date, would mean a crop of from 500 million to 700 million bushels less than last year, and much below our present domestic requirements. All of which will go to show that the future outlook is not remarkably bright, but we are not crying, hard times, for we believe this, that the time for the adjustment of prices has come, that it will not be possible to maintain the present high prices of meat, clothing and food stuffs under the adverse conditions. Even shoes enter into it,—the writer had occasion, only recently, to repeat an order for a pair of shoes purchased last year, and found that for the same article, he was obliged to pay fifty cents more. Eggs are soaring upwards, 45 cents a dozen being considered a fair price. Milk and other articles of food are all up in proportion. This cannot last. We believe there is no falling off in the supply of certain articles that enter into clothing or in the general foods for the family, but, of course, the condition of the corn, wheat and oats crops enters to a large extent into the prices of all foods. So we can see, from the figures given above, where the high prices come from.

As to the monumental business, in which we are all interested, and its present condition, it would seem to the average reader that we are going back a long distance in reporting upon the condition of the grain crop of the country as an indication of the future for this particular branch of business. We are all dependent upon one another. What influences the sale of one article has more or less bearing on another. Therefore, the condition of the grain crops will have a large bearing upon the sale of monumental work in the future. The present condition of the monumental business is about as follows:

At Barre there has not been any great number of new orders placed recently. According to our correspondent, this will be an advantage rather than a disadvantage, for it will enable the manufacturers to close up their old contracts. At this point there has been considerable shutting down during the summer, on account of low water and other causes which have affected the companies who supply the electric power, on which nine out of ten of the manufacturers at this point depend. The manufacturers at this point are not complaining at this time, for they are busy upon old orders, and by the time they are cleaned up, spring orders will be coming in.

At Quincy business is not rushing, and has fallen off considerably during the past month, as is usual at this season of the year. Other points in the manufacturing sections, both marble and granite, report practically as above.

From the retail dealers come stories of past good business, and reports denoting a good outlook for the future. These may or may not materialize under present conditions. We have reason to believe that there will be a falling off in orders, for many wealthy men with investments, consider themselves, from a standpoint of paper assets, very poor, as in the past six months there has been a falling off in the valuation of various properties of at least 50 per cent. We refer, of course, to the fall of prices of stocks, which does not mean that the value is not there as before, for the majority of these investments will come back to near their old standard in the future, but in the meantime, those who have investments of this nature feel poor, and will not make purchases except as they actually need them. And for this reason alone we look for a falling in the orders placed for monumental work. Then, again, we are entering a period where firms are becoming conservative in their business, trying to prepare themselves for bad conditions in the future. This also will have effect. Therefore, we would not be surprised if the coming winter in the monumental business is not as lively as the past three or four have been.

THE ASSOCIATION HABIT.

Illinois, Ohio, Pennsylvania, Kentucky, Georgia, and the monumental dealers in other states have either formed or are forming retail dealers' associations, and, as a rule, are appointing delegates to attend the next meeting of the National Retail Dealers' Association. And what does it all mean for the future of the monumental industry? We note that in one association meeting the talk of controlling prices was very largely indulged in. The association formed upon these lines will not be a success. We believe it is practically impossible to combine any number of business men together, whether it is in the monumental business or any other business, and get them to live up to any established prices. This we gather from a number of years' experience and observation in connection with various lines. It makes no difference what the line is: there is still that same feeling that the individual wishes to, and will, make his own prices for the goods which he is selling. Possibly a combination may be instrumental in raising prices from ten to thirty per cent, and there is not a business that needs it more, in order to secure a legitimate profit, than the monumental business; but if the prices are not broken openly, they will be broken in some other way. The firm who does not break prices runs up against the price of the competitor which is under the agreed price. Then there is trouble, and lots of it, and the combination falls to pieces.

There is any amount of work to be done aside from the matter of prices; Railroad rates, classification of freight, and many other troubles, too numerous to

mention, some real and some imaginary, which it would become the members of the National Association to take up and straighten out in the future, and the forming of local associations will make this possible; and they and also the National Association will all go to benefit the retail dealer, if these associations are handled upon conservative lines, and not formed with an idea of dictating the prices of monumental work.

Association Meetings.

The summer meeting of the Wisconsin Retail Dealers' Association was held at Appleton, August 20, 21, 22. The report of this meeting came to us too late for publication in our September issue. No regular work for the business sections was scheduled, but a general talk was indulged in, and many frank expressions of opinions on matters affecting the business, which will all have its effect in the future conduct of the business. A very important matter was the voting unanimously to cooperate to whatever financial extent is necessary in looking after the freight interests of the marble and granite trade. A committee was also appointed to investigate the source of supply of the mail-order houses that sell monuments. The meeting was called to order at 2.30. An adjournment was taken, and the balance of the day was given up to pleasure.

August 21 the meeting was held in the City Hall and Public Library Building, the use of which was granted for business sessions. The meeting was addressed by Alderman Gustave Keller, who was acting in the place of the mayor, David Hammel. President Anton M. Lohr responded for the association. He gave a history of the starting of the association, which started with a membership of 30 and now has 67 regular and 23 associate members, and, with the 5 recently admitted, makes a total membership of 71 regular and 24 associates. He suggested subjects for discussion, among others the lien laws, also matters pertaining to freight and demurrage. The insurance problem was also touched upon. There were five applications for membership, as follows: Lohr & Boyle, Milwaukee; Woehler & Burr, Oshkosh; Hynde-Benrud Granite Company, La Crosse, and the Blue Ridge Marble Co., Nelson, Ga. The matter of mail-order houses was thoroughly gone into and discussed by various members present. At the end of the discussion, the chair appointed Carl Manthey, W. A. Crotzenberg, and Charles Anspach, as a committee to ascertain who were supplying the mail-order houses with their stock of monuments. A discussion of the lien law followed, and was gone into thoroughly by the members present. A resolution was passed instructing the officers to look into the matter of securing a lien law for Wisconsin, and to report at the next meeting. This was followed by a discussion on freight matters. A letter was read from Edward MacLane, Chicago, upon the subject, and attention was called to the fact that the minimum carload had been changed from 30,000 to

(Continued on page 21.)



COMEAU HILL, NOVA SCOTIA.

H Vacation.

Beau matin! Bon soir! Messieurs, greeted us every morning and night during a ten days' trip to Comeau Hill, Nova Scotia,—for the population is to a large extent French, originally settled by the father of Jarvis DeViller, one of Napoleon's soldiers captured by the English and confined in one of the Canadian cities, from which he escaped and after years of wandering finally settled here. Other words were added which had to do with the weather. The weather was an important factor in our vacation, as will be understood by those who read this story. But first, let us apologize to our contemporary, "The first and only journal published in the world," for disturbing traditions which were originally established by this journal, that nothing should be published in monumental journals except that which pertains to the monumental business. We believe that these traditions have been held to long enough, and that, if one has had a good time, it is well to let those in whom he is interested know about it, that they may go and do likewise.

As to the location of Comeau Hill. You first contract, at least a week ahead, with the Dominion Atlantic Railway Steamship Line, Boston, for a state-room and ticket to Yarmouth, Nova Scotia. The time taken for the trip varies according to the steamer which you take and the leaving time, for in the summer season, especially so in August and September, the business is large, and steamers do not always leave or arrive on time, and figures are interfered with to some extent by weather conditions, fog, winds, etc., but, nevertheless, the trip is a pleasant one, and especially so if the weather conditions are good, which so happened upon our return trip. The outward trip was made in a dense fog. The motion of the boat decidedly inclined one to seasickness, but we anticipated this by turning in early, and woke up during the night with a sensation of going down never to come up again, and, in addition to this, there would occasionally be a roll both ways. But this always happens to those who go to sea, and cannot be avoided. We arrived in reasonably good time at Yarmouth. During our stay in this town we were shown favors by E. K. Spinnery, a prominent hardware dealer, and a member

of the People's Game and Fish Protective Association, Roy S. Kelley, Secretary and Treasurer of the People's Game and Fish Protective Association, also Secretary of the Nova Scotia Guides' Association, and Charles R. Kelley, who issues the licenses. Our contact with the members of this association came through our desire to secure a license for shooting shore birds and ducks. We found upon looking up this matter that the amount charged for a license for two was absurdly high, so high that we will not even mention the price. It had been changed within two or three weeks of our arrival, and we were not aware that a change had been made. Licenses were secured, but the price is a prohibitive one, and we were assured by all those with whom we spoke about it, including the gentlemen mentioned above, that there will be an effort made to have the law changed. If it is not changed, we shall be led to believe that it is the intention of those making the law to establish a game preserve of their own, for it certainly will serve that purpose, as no sportsman in his right mind would think of paying the price asked for a license for the privilege of shooting a few birds. The difficulty was



BOB. EDDIE. JARVIS.

overcome after considerable inquiry, by simply abiding by the requirements.

We next contracted for a team to drive us the intervening thirteen miles between Yarmouth and Comeau Hill. By the way, it is funny how the distance varies according to a man's feelings. A party of whom we tried to engage a carriage gave us the distance as eighteen miles. The next man who had only one carriage to rent, said it was sixteen miles, and was not particular about the job. A gentleman of whom we inquired, who had no interest in us financially, stated it was thirteen miles, and this proved to be the correct distance. In due time we arrived at Comeau Hill, and were greeted by Jarvis DeViller and family, who had been expecting our arrival for the last three days. It is not necessary for us to say that we were glad to arrive.

Imagine, if you can, a town, or rather a village, situated upon a headland extending into a beautiful bay, containing, we will say at a guess, fifty houses, scattered over an area of about three square

miles, only one horse in the community, and that the property of the mail-man, whose duty it is to take the mail to Yarmouth Wednesdays and Saturdays; one telephone, located about one mile from the place where we stopped. We did not see a daily paper from the



A DAY ON THE MARSHES.

day we arrived to the day of our return, and we did not miss them. The principal business of the inhabitants of Comean Hill seemed to comprise the raising of children, the picking of blueberries during the blueberry season, fishing for lobsters during the lobster season (which starts in December), and the killing of black ducks, from November to March. Strange to say, that although Comean Hill is situated within probably fifteen miles of the best fishing-grounds along the coast, we did not have a fish during our whole stay. Of course, lobsters were forbidden by the law. Clams can be had for the digging, and they were different clams from any we had ever seen before,—they were tender under any conditions. But we did not go to this location to shoot either clams or lobsters, Bob and the writer, and this was Bob's first experience in this line. At the end of the trip, and at various times during the trip, he would say, "Isn't this great! Best I ever had,—never saw anything like it before." He did not always shoot straight or fast, but whether a bird was killed or not, the enjoyment was there just the same. We do not recall the name of the bay. We do not know that we heard it mentioned, but it is said that off the coast and in the bay there are three hundred and sixty-five islands, one for each day in the year, some of them are small, to be sure, but each has its usefulness in a varying degree. For instance, we recall the name, Goose Ledge, upon which we landed the first afternoon of our arrival. This is made up entirely of granite boulders, varying in size, with a small tuft of grass at the highest point. At low tide it is entirely out of the water; at high tide there is just enough left of it to swear by. We did not have much hope of our ability to either see birds or kill them after we did see them, for our experience with a shotgun dated back to our boyhood days, which are now so far away that it is a surprise to us to count up the years that have since lapsed, but as near as we can figure it, it is something like thirty years since we had handled a shotgun to any extent. We have always had one near us, and have taken it into

the woods during the deer season, once or twice for partridges, so the experienced gunner can see that we were badly handicapped in our shooting. Bob had never handled a shotgun before, and he did well up to the time that he was placed almost out of commission by the recoil of the gun, making his shoulder so lame that it was an effort to place the gun in the right position and a decidedly painful operation to explode the shell. Our reputation was at stake, of course, with the two guides who accompanied us, and much depended upon the first shot. Much to our own surprise, it brought down two birds. The next shot was a double one, from left to right. We took the chances, and won out. Our opinion of ourselves rose at least one hundred per cent, and we could see by our guides' expression that they thought they had got hold of an expert, when really they were freak shots; and during our vacation we made quite a number of freak shots, and also missed quite a number of easy shots; and Bob, well, he had the time of his life, trying to get a bead on the birds which came along, following them with the muzzle of his gun until they got over his head, and then turning around with the gun in the air, handling it from one hand to the other, twirling it over his head like a professional acrobat, until the bird had often got beyond gunshot. Then we were obliged to untangle him, and start him going again. But this happened only a few times. After placing his right shoulder out of commission, he commenced to shoot from his left shoulder, and he stated to the writer he believed he could shoot from his left shoulder as well as he could from his right, which we have every reason to believe.

The location that you go to, morning or afternoon, all depends upon the tide. There is an island called Turnip Island, where one goes when the tide is ebbing, for the flats surrounding this island are the first ones to be exposed, and the birds fly over the island during the early part of the ebb tide, going to some favorite feeding place, or to await the uncovering of the flats. On Goose Ledge, for example, one is sup-



A DAY ON SNIPER REEF. HALF OF THE BIRDS!

posed to go there at high tide, for the birds come there to roost when they are driven from the flats by the water of the flood tide. On Goose Ledge we were invariably successful, shooting from eight to eighteen birds in about one and a half hours. Turnip Island

proved also a good hunting-ground, and we invariably came back with a good bag. We turned our attention, for two days, to marsh shooting, taking a dory up the Little River, which runs back toward Yarmouth, a distance of seven miles, on each side of which are miles and miles of marshes, to which the yellow-legs and plover of all kinds go during the time of high tide. We were not so successful upon our marsh shooting expeditions, largely perhaps on account of the weather, although we had fair success on both trips. We well recall the first trip up the Little River,—its miles of marshes on each side and, by the way, a salt marsh has always had an attraction for the writer, although there are pitfalls in the shape of slough holes and small streams hidden by the tall grass, into either of which one is liable to fall in the excitement of following the game. Bob got mired once in one of the rankest slough holes of the lot. It was hidden by the tall grass; in fact, we question whether it would have been noticed at all, for the whistle of a flock of golden plovers was enticing him on, and nothing short of an earthquake would have kept him away from the game. With the waves of the Bay of Fundy beating upon the sandy beach, the fresh bracing breeze, tinged with the salt filling one with life, and the whistle of the plover and the yellow-leg will all be long remembered. The sense of being away from all disturbing elements for the time being will make these days very sweet in our memory. On the return trip from the marshes of the Little River, which took place at low tide, a bunch of winter yellow-legs appeared, and out of a flock of nine we secured six, which was a pretty fair average for an amateur sportsman. But the days on the marsh did not touch the days in the bay. One disturbing influence of the marsh shooting is the beating down of the hot sun upon one's unprotected head. In the bay, although the sun may shine bright, the heat is softened by the cool breezes which come over miles of salt water, and as a consequence the sun is never hot in the summer time, and during our whole visit, although we were prepared for cold weather, there never was a time that we required as much clothing as we had worn at home during foggy and rainy days. We had several foggy days during the trip, when the wind blew fresh from the southeast, which wind the native states always brings with it fog and unpleasant weather. We were out every day, blow high or blow low, rain or sunshine, foggy otherwise, and each day carried with it its own pleasure, for during the time that there was nothing doing in birds, we lay back, smoked and talked it over, or dozed away, with the sense of rest and comfort which comes to one who has tried to do his duty during the three hundred working days of the year. To crown the whole trip, came our last day's shooting on the so-called Snipe Reef. It lay in the distance, for a guess, ten miles from Comeau Hill, just visible to the naked eye from the top of the hill. There had been related to us many stories and traditions of the number of birds killed upon this island, for it was a favorite roosting-place. The granite boulders being round and smooth, is the reason given by the guide why this place is popular with the birds; aside from this it is isolated and yet convenient to the

feeding-ground. If the tide served right late in the afternoon, it was the proper place to go. We had been wishing for a northeast or northwest wind for our trip to the reef, for upon the direction of the wind depended our success, previous days had been foggy and rainy. Fortunately for us, this, the last day of our stay, proved to be everything to be desired,—the northwest wind, the sun shining bright and clear, the air bracing, and conditions such as would make any one with a spark of life in his system wish that it would last forever. We had a fair wind, so the sail was set on the dory, and we arrived at the reef in due time; and surely the name reef thoroughly described it. Imagine a pebbly reef, covered with granite boulders, from the size of a hen's egg up to that of a good-sized barrel, about the shape of a pair of eye-glasses, with a horse-shoe shaped pond where the bows would connect the glasses—this strip of land which is represented by the bow being, as we found, entirely covered by water at high tide, thus making two reefs instead of one. We had no more than placed our decoys in position when the birds com-



THE ONLY HORSE AND WAGON AT COMEAU HILL.

menced to arrive, and for the next two hours the fun was fast and furious. Thirty-seven birds were the bag for that day, and that was enough, more would have been too many. It made a total for the ten days of about one hundred and twenty-five, largely golden plover, with a few winter yellow-legs, grass birds, brown backs, white wings, etc., and that was enough. We had all we wanted. We had satisfied our own desires and those of our friends, and therefore what could a good sportsman want of more. On this day we had our first experience with black ducks. We landed on Turnip Island on our way home, for the tide happened to serve right, and while we were lying there, half asleep, five black ducks lighted in the water near a point of rocks for a few moments, and something scaring them they got up and flew towards one of our guides, who was engaged in keeping the boat afloat, incidentally bailing her out and cleaning up generally, banging first upon one side and then on the other. This turned the ducks from his direction and toward us, as we lay on the top of Turnip Island. Well, for a few minutes there was excitement enough. The writer had just presence of mind enough to take a cartridge containing Number 1 shot from the pocket in which he had carefully placed it in an-

ticipation of such an event, and slip it into the choke barrel of our 12 gauge, when on came the ducks at railway speed. As they approached the writer, they looked as big as a barn door after having shot plover for ten days. Well, suffice to say, the writer shot too quick, and was only successful in wounding one, which fell into the water some distance away, and the balance of the afternoon was spent by the guides in their endeavor to find him, but unsuccessfully. Thus ended our first, but we hope not our last, trip to Comeau Hill, Nova Scotia.

We have pleasant memories of Jarvis DeViller, one of our guides, seventy-one years old, and young at that. Jarvis' specialty is black duck shooting. Ask him when you see him to tell you the stories of the number of ducks that he has killed with one shot.

One of Jarvis' specialties is looking out for low tide, and if you happen to leave your pipe behind on the island or on the flats, Jarvis "will make your jacket smoke more better." Also, pleasant memories of Edward Kenney, our other guide, always cheerful, and with a fund of good stories, always ready to do things, no matter how hard, enthusiastic over the good shots and sympathetic when you missed. We also recall with pleasure the evenings spent in talking it over. The house was always full of neighbors, Dave, and Moses, Arthur, who did the cooking, but did not like it, Sadie, the keeper of the village store, and her able assistant, whose name we do not recall, and children by the score. It all combined to make our holiday a very pleasant one.



TURNIP ISLAND, COMEAU HILL, NOVA SCOTIA.

A Granite Find in Waterbury, Vt.

According to the local paper, so far as investigated, Waterbury has land which contains a valuable deposit of granite.

It is expected that Geo. W. Randall, upon whose land the deposit is located, will put a gang of quarry workers on his property.

The quarry and the land owned by Thomas Devine is now being worked. A large block was taken out recently. The quality of the granite is darker than Barre dark and in texture it is finer. One block from the Devine quarry has been polished and takes an excellent polish.

The stone if it proves good will be distinctly in a class by itself. While it resembles Barre dark, the two granites can be easily separated.

The quarry land is all located within one mile of the Central Vermont Railway main line, and should the business warrant it, the railroad will run a siding to the different quarries.

A Quartz Monument.

This monument is being erected to advertise the mining resources of Nevada County, and as the principal cities of Nevada County are not on the main line of the railroad, the Nevada Promotion Committee decided to place the monument at Colfax.

It is located between the tracks of the Nevada City narrow-gauge railroad and the Southern Pacific, and will attract the gaze of all travelers. The monument is being built entirely of quartz taken from the various mines of Nevada County, and some handsome and valuable pieces of ore are being placed in the structure. When completed it will be thirty feet in height and will resemble somewhat a figure 8.

A drinking fountain will be contained in the centre of the imposing structure, and a suitable inscription

is to be placed thereon. It is a certainty that any person who sees the monument will be sure to remember it for its striking originality and graceful outlines.

Quarrying Granite for Mexican Port Works.

The rock used in the breakwaters at Manzanillo, Mex., is granite from a quarry five miles to the east of Manzanillo. The quarry is unusual in the formation and manner of working. On the side of the mountain there are beds of boulders, each boulder weighing 1,000 or more tons. The beds have no doubt been formed by the disintegrated rock being washed away, leaving on the surface of the ground these immense boulders. After working out the lower beds, or deposits, it became quite a problem to economically handle those higher up. The specifications of the rocks required are from fifteen to thirty tons each; thus extra strong and heavy appliances are necessary for the execution of the work. A double-track incline railroad has been constructed up the side of the mountain, and two fifty-ton derricks are used for loading. The laborers and engineers are all Mexicans, under the direction of an American superintendent. The average output of the quarry is three hundred tons daily.

On a monument erected to the memory of a Southern lady appears the following verse:

"Warm summer sun shine kindly here,
Warm Southern wind, blow softly here,
Green sod above, lie light, lie light,
Good night, dear heart, good night, good night."



Standing, reading from left to right: Hugh J. M. Jones, Riley Burgess, Lincoln Barlow, Frederick Schneider, W. S. Dickman, Mrs. H. J. M. Jones, Stanley Sullivan, Theo. Muer, Miss Bolander, Albert Beattie, Louis Lebel, Miss Rausch, Lackey Good, Mrs. M. W. Jones, Master Walker Jones, Mrs. S. W. Jones.
 Sitting, left to right: Mrs. Stanley Sullivan, Marshall W. Jones, Seward W. Jones, Mrs. W. C. Paramore, George S. Bartlett, Miss Poore, Albert Poore, W. C. Paramore, William Wilson, Mrs. F. Schneider, Lincoln Barlow, George Wool, C. E. Lowe.

Silver Anniversary of Jones Bros. Co.

The twenty-fifth anniversary and silver jubilee of the Jones Bros. Co. was held on the evening of Saturday, September 21, at the Hotel Somerset, Boston. It included a banquet given to the office employees, salesmen, and others directly and indirectly connected with the office and sales department, both the executive office in Boston and the office of the manufacturing plant at Barre, Vt., being represented. The menu was an excellent one, and from the little neck clams to coffee and cigars, it was a decided success. After the banquet a general talk was indulged in, Seward W. Jones, secretary and treasurer of the company, acted as toastmaster. He gave an outline of the history of the concern from its start, from which we quote:

On September 22, 1882, a start was made in the jobbing business by Seward W. and Marshall W. Jones, at 55 Kilby Street, Boston. In 1886 the jobbing business not being altogether satisfactory, and owing to the increase in their business and the high standard they had set for their product, they acquired the quarry property, which consisted of a deposit of dark Barre granite, and commenced manufacturing in a half-circle shed, one of the largest and most complete of its kind at that time, at the foot of Granite Street, Barre. At this place they remained ten years. In 1896 their present plant was built, which has cost, up to the present time with additions in the way of additional shed room, machinery, machine shop, etc., in the vicinity of \$90,000. This was the first complete straight shed ever constructed at Barre, and we believe we are safe in saying in the United States. If there had been one built previous to this time at any point in the United States, we do not have its record, which records are pretty complete in this respect. At

this time, Hugh J. M. Jones, familiarly called "Hughie," took charge of the Barre plant. A local daily paper states that the younger brother, meaning "Hughie," was entered on the books as office boy, rising steadily, etc. We can state definitely that Hugh J. M. never swept out the office at Barre, nor has he ever acted in the capacity of office boy. In 1896 he was supposed to have reached the age of discretion, and therefore was placed in charge of the plant as superintendent, previously having been on the road as salesman for the firm. In 1898 the so-called "Tayntor" quarry was acquired. This at that time was one of the most extensively developed and best equipped of the quarries in that section, and it still stands well at the head of the Barre quarries.

The toastmaster introduced each guest present, excepting the ladies, all of whom had something to say. Lincoln Barlow, who occupies a position as draughtsman in the Barre office, in a neat little speech, presented each member of the firm with an umbrella. We understand that this was no reflection on their not knowing when to go in when it rains, but as a small token of appreciation. The following poem was written by John Marlon, Jr., bookkeeper for the concern, who has been with them twenty-three out of the twenty-five years they have existed as a firm, and we assume for this reason is entitled to exemption for writing the poem. We give it the title "A Pat on the Back."

Some twenty-five years ago to-day,
 I will tell you, it was just this way:
 Marble was getting to be quite a back number,
 So JONES BROTHERS woke granite out of its slumber

(Continued on page 19.)

"Groups for the Hall of Records, New York.

We illustrate herewith two groups, cut by the Hallowell Granite Works, Hallowell, Me., for the Hall of Records Building, New York City, which represent "Conquest" and "Civilization," modeled by Philip Martiny. These will be placed on pedestals about 10 feet above the sidewalk. Each group is cut in three pieces, but the joints are so arranged that they have the appearance of being cut in one piece. The height of the central figure in "Civilization" is 10 feet 9 inches; that of the central figure

in "Conquest" 10 feet 10 inches. Each of the other two figures are 9-2 and 9-4. The peculiar fact connected with these two groups is that one was cut under the supervision of Noah Packard, a carver who resides at Chelsea, Mass., and his assistants were all Americans and residents of Hallowell. The other group was cut under the supervision of Joseph Bettucci, a carver whose residence is at Hallowell, and his assistants were all Italians.



Modeled by Philip Martiny, Sr.

CONQUEST.

Cut by the Hallowell Granite Works, Hallowell, Me., for the Hall of Records Building, New York City.

Associations.

We are recently in receipt of a circular from Ross C. Adams, Lexington, Ky., Vice-President of the National Retail Monument Dealers' Association, which circular was addressed to the Kentucky Retail Monumental Dealers, asking them to meet at the Fifth Avenue Hotel, Louisville, on September 25, for the purpose of organizing a retail dealers' association. We have not been advised as to the success of this call. Enclosed with the circular were extracts from

editorials in *The Monumental News*, *Rock Products*, and *GRANITE, MARBLE AND BRONZE*, all relating to the National Association.



WEST TOWNSEND, MASS.—Duncan Rusk, manager of the West Townsend Granite Syndicate, states that he has just completed the erection of two new derricks of twenty tons each, fifty horse power boiler, Sullivan air compressor, and is in a position to handle anything within reason.

Silver Anniversary of Jones Bros. Co.

(Continued from page 17.)

In '82 the ladder was not in sight,
Not the wood to build one, hardly a mite,
Nothing daunted, like beavers they set to work,
For their watchwords always were, "Never shirk."

Their ladder they built as they progressed along,
And have climbed it with footsteps, good and strong;
Shoulder to shoulder, length by length,
Their competitors were measured by triple strength.

Their plant at Barre, one of the finest yet,
Cannot be equalled, and you can bet
The best of work is done there in granite,
And no one doubts it that lives on this planet.

They can build a mausoleum from roof to crypt,
A sphinx of Egypt would not phase them a bit,
At a Roman colosseum they would not squeal,
And would move the pyramids, with Poore at the wheel.



Modelled by Philip Martinez, Jr.

CIVILIZATION.

Cut by the Hallowell Granite Works, Hallowell, Me., for the Hall of Records Building, New York.

Up hill and down, o'er a stony road,
Jones Brothers have carried their granite load,
Competition has not worried them a great lot,
Although at times it has been very hot.

The granite business is certainly not a cinch,
For the dealer will grind you inch by inch;
But Jones Brothers are on, experience has won,
Our hats are off, they take the bun.

Year by year they have toiled along,
And it has not been one grand sweet song,
They have nurtured the business from its infancy,
To its large proportions of to-day.

The stone quarries produce a variety of shade,
Dark, light and medium, which nature has made.
Machinery is there to lift any size stone,
And the method of handling is second to none.

At the executive offices on Summer Street,
The business in general is carried on complete,
Our president and treasurer, two men full of tact,
Will tend to your wants and that's a fact.

When H. J. M. J. takes a flying trip,
He never lets a good job slip,
He's the slickest there is along this border,
For he always brings back a good big order.

SULLIVAN STONE CHANNELERS

For quarrying marble, slate, limestone, sandstone, and soapstone.

The accompanying photograph shows a Sullivan undercutting channeler in a Virginia soapstone quarry. (See *Mine and Quarry* for August).

Twenty-four Sullivan Channelers have been shipped to the Panama Canal.

Catalogue 51-D.



SULLIVAN MACHINERY CO.

BIRMINGHAM, Ala.
BUTTE
CLAREMONT, N. H.
DENVER

EL PASO
JOHANNESBURG
JOPLIN, MO.
KNOXVILLE

RAILWAY EXCHANGE
CHICAGO, ILL.

NEW YORK
PITTSBURG
PARIS, FRANCE
ST. LOUIS

SAN FRANCISCO
SALT LAKE
SPokane

Also four smart traveling men along the line,
But it don't pay to tell them that business is fine.
Keep it up, boys, your efforts don't cease,
You'll need a new hat soon for your top piece.

The foreign business we must not slight,
But for good Scotch work, we have to fight.
Anyway, the orders keep coming and coming,
Which show our drummers are always a-humming.

Their draughts-men, clerks and men in charge,
Some are small and others large,
But all alike they work with a cheer,
For a swelling in their heads don't appear.

The trend of dealers of to-day,
The ones you meet while on your way,
Will tell you that they are very sorry,
They've not used more stone from Jones Brothers quarry.

The families of the boys we would not forget,
Although they are all in out of the wet.
They help the business along to some extent,
And share the bounties success has sent.

There is still another, though not here to-night,
One who looks at Life's side so bright,
A good soul that has shared their sorrows and joys,
The loved and honored Mother of the Jones boys.

Enthusiasm and perseverance their watchwords have been,

Their energy and great achievement we've seen.
Success we all hope will crown the way,
Laid down for Jones Brothers day by day.

Following is a list of those present: Boston: Marshall W. Jones, president, Mrs. M. W. Jones, Master Walker Jones, Seward W. Jones, secretary and treasurer, Mrs. Seward W. Jones, Albert W. and Miss Poore, Frederick E. and Mrs. Schncider, George Wood, Theo. Muer, John Mardon, Jr., Mrs. Mardon, Miss Rausch, Miss Botander, William Wilson.

Barre: H. J. M. Jones, vice-president, Mrs. H. J. M. Jones, C. E. Lowe, Albert Beattie, Riley Burgess, Lackey Good, Lincoln and Mrs. Barlow, Louis Lebel.

Salesmen: William C. Paramore, Indianapolis, Ind.; Stanley Sullivan, Binghamton, N. Y., each accompanied by his wife; George Bartlett, Chicago, Ill.; W. D. Dickman, Harrisburg, Pa. Of the above mentioned, Albert Poore has been employed as draughtsman for the firm for twenty-five years, practically ever since their start. Next comes John Mardon, Jr., bookkeeper for twenty-three years; George Bartlett, salesman, twenty-one years; William C. Paramore, salesman, thirteen years; Stanley Sullivan, salesman, for twelve years. This concern has the record for keeping their office help and also their granite cutters. The menu was a fine production of the printer's art,

bearing upon its cover the corporation seal, embossed with the figures 1882-1907.

On the morning of September 21 a business meeting was held at the office of Jones Bros., which was for the good of the cause, and looking toward improvement in both the manufacturing plant and extending of sales. Jones Bros. Co. occupy to-day a peculiar position as granite manufacturers, being the only concern maintaining offices outside of Barre, also being manufacturers and quarry owners. They also have the distinction of being the only concern which is not composed of practical men; i.e., those who have served their time as apprentices in either the manufacturing or quarrying part of the business. A description of their plant and quarries has been given from time to time in this publication, and suffice to say they stand well at the head of the quarrying and granite manufacturing industry in the United States.

Association Meetings.

(Continued from page 12.)

36,000 pounds. Mr. Schlimgen stated that the National Association was making plans to take up this work, and moved that the officers be empowered to contribute, at their discretion, when called upon by the National Association, whatever sums were thought necessary, to further the work. The motion was passed unanimously.

Following is a copy of the letter issued by Edward MacLane, wholesale granite and marble dealer, Chicago. The matter is of vital importance to all sections,—east, west, north, or south. This was followed by a discussion as to who was the oldest dealer in Wisconsin. It was decided that the oldest dealer now in business in the state is J. S. Armstrong, Prairie du Chien, and the dealer who has been in business for the longest period in the state is A. S. Jackson, Beloit. The afternoon was given up to pleasure, which consisted in part of a boat ride down the Fox River and a dance in the evening.

On August 22d the day was given up entirely to pleasure, which included visits to the shops of Wolf & Hegner and the Fox River Valley Granite, Marble & Cut Stone Works. By late afternoon all members had taken the various conveyances to their homes, and the meeting was but a memory.

CLASSIFICATION.

No.	Article	Present Rating		Desired Rating		Action of Pub. Committee
		1	2	3	4	
356 121	4 Stone, figured, sawed, dressed or lettered, mixed C. L.	No provision for mixed C. L.		To provide for mixed C. L. rating at Class C.		
356 121	6 Lettered or carved marble.	L. C. L. 3d Class. C. L. 5th Class.		L. C. L. 4th Class. C. L. C'lass C.		
357 121 19	Dressed or sawed stone, C. L.	4th Class.				

Change Description to read "Dressed or Sawed on four (4) sides and the ends (not lettered or figured) boxed or crated. 4th Class."

(Continued on page 23.)



Figuring It Out

"Vacation's over—time to get to work." We're all ready for **FALL BUSINESS**. If YOU are looking for the firm that can make **PROMPT SHIPMENTS** "WE are the people." We have a large stock of Rough Stone on hand and can finish and ship in **THIRTY DAYS** when required. When "figuring out" as to where to get

THE BEST MONUMENTAL WORK

"get in touch" with us.

Yours for satisfaction,

KAVANAGH BROS. CO.

QUINCY ADAMS, MASS.

The Monumental Business at Erie, Pa., and Cleveland, Ohio.

The monumental business at this point has been fairly brisk this season. The principal dealers are located at the entrance of the Erie City Cemetery, and their sales are largely Joseph Newall & Company's Western granite. This class of work, which is the highest possible, has been largely the work of F. K. Maxham, manager of the Barre Granite Company, located at 357 West 22d Street. We found in Mr. Maxham an old acquaintance, he having formerly been located at Barre as a stone cutter. We found him very pleasantly located and enjoying a good business. A short visit to the cemetery disclosed many very fine monuments, more so than is usually found in the cemeteries of cities of this size.



SHOW ROOM OF MONTGOMERY & WALDINGER, ERIE, PA., AT ENTRANCE OF ERIE CITY CEMETERY.

We were informed that the Erie City Cemetery is managed by women, and there are many women at work in the cemetery, hoeing up weeds, raking grass, and doing other work which is the usual lot of man.

Another progressive firm, located just opposite the entrance of the Erie City Cemetery, is Montgomery & Waldinger. The firm is composed of young men, up to date.

We also noted another yard near this cemetery which was noticeable because of a general lack of tidiness, and we illustrate herewith this yard, in order to show to what misuse a good location can be put to.



SHOW ROOM OF A. J. ROCHE, CALVARY CEMETERY, CLEVELAND, OHIO.

We also visited the plant of another former resident of Barre; it was located at the tag end of Erie, and it was one of the plants that was not attractive. It

would repel the average purchaser of a monument. It was not on account of location, but general lack of attention, keeping the place clean, and making repairs when necessary.

On Sunday, August 11, we arrived in Cleveland, Ohio, and proceeded to find out where the monumental



SHOW ROOM OF JOSEPH CARABELLI, CLEVELAND, OHIO CUTTING PLANT IS IN THE REAR.

dealers were located. We candidly believe that it is one of the hardest propositions which we have had to tackle, to try to locate in a city where the location of the streets are unknown, to endeavor to trace out in a reasonable length of time the principal monumental dealers. They are, as a rule, located away from the center of the city, at the entrance or near some cemetery, and Cleveland dealers are no exception to this rule. Sunday is always a busy day among the monu-



TWO RETAIL DEALERS' YARDS AT CALVARY CEMETERY, CLEVELAND, OHIO. E. T. RADOWSKI AND JOSEPH KOTECKIE & BROS.

mental dealers in this section of the country, and the doors are wide open.

One of the first whom we visited was Jas. Broggini & Brother. The senior member of the firm we found in, and had a very pleasant conversation with him regarding his early experiences. Mr. Broggini's first experience dates back to 1870, at Dix Island, Me., he being a new comer to this country, and not being acquainted with the language and ways of the people. Part of his experience was in connection with trying to get out of Bath, Me., for Rockland, Me. This was partly because he could not understand how the train could cross the Kennebec River without a bridge, and it took two days to find out that the train went across on a ferry boat. He had other early reminiscences which were very interesting. He located in Cleveland in 1879.

We also had the pleasure of meeting both members of the firm of E. D. Rich & Son.

In fact, we visited all the Cleveland dealers, among whom was Joseph Carabelli. Mr. Carabelli was not at home, but we found Mr. C. H. French, who was the foreman, and has the management of the plant. In his cutting shed was a large sarcophagus monu-



A YARD AT ERIE, PA., SHOWING THE MISUSE THAT A GOOD ADVERTISING PROPOSITION CAN BE PUT TO.

ment, cut from Troy white granite, all hammers, with the exception of a band of roses, leaves and vine at the bottom of the die, at least six inches wide, raised in relief about an inch, and one of the handsomest pieces of work that it has been our pleasure to see.

Association Meetings.

(Continued from page 21.)

NOTE. — "When not boxed or crated sufficiently to protect pieces of stone cut or sawed to shape, not taken except at no carrier's liability, shippers to give a general release constituting a contract."

The following is a copy of the circular letter issued by Edward MacLane, Chicago. The matter is indeed an important one. Although Mr. MacLane's letter is



CUT BY F. K. MAXHAM, ERIE, PA., SHOWING THE BACK HAND STYLE OF LETTERING DESIGNED BY MR. MAXHAM.

addressed to dealers in the West, the subject is one of vital importance to all dealers. With such men as M. H. Rice, Kansas City, Mo., and John H. Lloyd, Toledo, Ohio, to attend the meetings of classification committees, the interests of the trade would be in competent hands.

"To Granite and Marble Dealers of the West: The above is taken from the list and subjects that were up

for consideration by the Western Classification Committee at Charlevoix, Mich., July 16 to 20, 1907. You will note two points at least that would work great damage to your interests; viz., Items 4 and 6 of Nos. 355 and 356.

"Item 4 of No. 355 was all right, but it left out granite. This would throw you at the mercy of every local freight agent on every shipment and always to your great trouble and loss. Note also that both Items 4 and 6 are exactly worded so as to be only in the interest of marble and the mail-order houses.

"The writer, Edward MacLane, appeared before this committee and made a 15-minute talk and suc-



STATUE OF EBEN BREWER AT ERIE, PA., FIRST RESIDENT MAIL AGENT OF THE UNITED STATES IN CUBA.

ceeded in getting the committee to allow matters to remain as they had been since 1904.

"This matter needs watching, and you should at once arrange a fund of \$5.00 each and have a treasurer and get a first-class Western retail man to go to each semi-annual meeting and watch your interests and formulate plans to get rates lowered. As this interests you more than it does any wholesaler dealer, I suggest that you appoint Mr. M. H. Rice, of Kansas City, Mo., to act for you on such occasions and make Mr. R. J. Haight, editor of *The Monumental News*, your Secretary and Treasurer. Mr. Rice to act free of charge and the 'Fund' to pay for printing, postage and all expenses of your representative while in your service on such trips.

"The time given by the writer so far, and expenses amounting to about \$100, I freely give to you for the good of the trade.

"I might state that the Chairman of the Committee advised me during my speech that the word granite was left out by mistake, but any intelligent dealer can see the result of such a mistake. It would be a 100 to 1 shot that none but an expert in your business would notice such a mistake, and there is no one there who is interested. Also you will note that granite is more interested than marble by about the proportion of 100 to 1. Note the difference in the monumental trade and then consider the granite buildings of cities.

"Note that Items 4 and 6 still leave you at the mercy of the inspector, who can continue to knock off the boxing to look for lettered or carved work on granite.

"This freight question, gentlemen, is not a subject for a national convention, as it only interests you who are west of Chicago and the Mississippi River. It is up to you.

"With best interests at heart, I remain,

"Very truly yours,

"EDWARD MACLANE,

"Chicago."

Retailers present were: S. A. Collins, Reedsburg; A. M. Lohr, Milwaukee; E. Loew, Milwaukee; Jacob Schaefer, Milwaukee; John Zimmerman, Milwaukee; A. J. Kringle, Milwaukee; Henry Scheele, Jr., Sheboygan; W. A. Crotzenburg, Racine; W. Witalski, Milwaukee; A. Sitter, Milwaukee; F. M. LeCount, Hartford; J. C. Frantes, LaCrosse; G. F. Kegler, Plymouth, Wis.; Dan Downey, Waupaca; A. S. Jackson, Beloit; Fred M. Schlingens, Madison; H. M. Blumenthal, Columbus; Chas. Aupsach, Randolph; Carl E. Thomas, New London; R. A. Weeks, Grand Rapids; Carl Mauthay, Green Bay; A. J. Burr, Oshkosh; L. J. Willis, Neenah; Paul Schraeder, of Fox River Marble, Granite & Cut Stone Works, Appleton; J. T. Faupé, Algoma; Carl Manthey, Jr., Green Bay; A. S. Miller, Marinette; J. S. Gams, Appleton; J. H. Woehler, Oshkosh; Henry Hegner, of Wolf & Hegner, Appleton; Jos. Kaunzner, Ft. Atkinson; Jno. Archie, Waterloo.

Wholesalers and others: W. C. Wells, Chicago; J. L. Marsh, Chicago; H. C. Moody, Cedar Rapids, Ia.; W. O. Willison, Chicago; A. B. George, Dixon, Ill.; F. H. Mehlberg, Zanesville, O.; F. E. Peterson, Rutland, Vt.; Frank W. Hosler, Chicago; W. J. Drummmond, Oshkosh, Wis.; F. W. DeVoe, of the Marathon Granite Co., Wausau, Wis.; Otto Rathmann, of the American Granite Co., Milwaukee; W. A. Ashmore, Zanesville, O.; T. W. Egan, Montpelier, Vt.; I. Flexner, Pittsburg Crushed Steel Co., Pittsburg; B. L. McNulty, Rock Products, and O. H. Sample, *The Monumental News*, Chicago.

SAVANNAH, Ga.—The marble dealers of Georgia held a two-days' convention in Savannah August 28-29. They have heard papers read upon subjects of interest to their calling. The afternoon of the 29th was given up to pleasure. The officers will not be elected until the meeting in Atlanta next winter.



The situation in Barre and vicinity remains about the same, except that the most of the manufacturers do not seem to be receiving a great many new orders. In one respect this shortage of orders will be a benefit to the manufacturers, as it will enable them to get the orders which they already have away. Most of the manufacturers have been loaded up with work during the past year, and for various reasons have been delayed so that their work in general was long past due. It is quite hard for the manufacturers to decide just what has caused this shortage of orders at this time of the year, but it is generally thought that business will be much better during the coming month. Another thing which has greatly handicapped the manufacturers during the past few months has been the slow collections. The past summer has been an exceptionally good one, inasmuch as there has been but very few shut-downs, which most of the manufacturers have to contend with during the hot weather. The car and stock situation have greatly improved, and this should be an exceptionally good fall for all of the manufacturers.

The dead correspondent has again come to life, so that it will not be necessary to publish his obituary and picture as was previously stated.

The annual outing of the Barre & Montpelier Granite Manufacturers' Association, which was to have been taken in August, with Quebec as the objective point, was called off. When the committee having the matter in charge began to sell the tickets for the round trip, it was found that not enough people would promise to go so that the cost for the trip, including the special train to Montreal, could be guaranteed, and the outing was abandoned.

A corporation to be known as the Sterling Granite and Quarry Company has filed association papers for the purpose of quarrying, buying, and selling granite, manufacturing granite for selling purposes and buying and selling real estate. The capital stock of the firm will be \$50,000, divided into 2,000 shares of \$25 each. The incorporators are Dudley and K. W. Sterling, J. K. Sterling, A. M. Morrison and M. M. Gordon.

The firm of E. L. Smith & Co. have filed articles of incorporation under the name of the E. L. Smith Company; capital stock of \$200,000, divided into 2,000 shares; stockholders are John E., Donald, Florence L., Ethel A., and Angus Smith.

J. M. Brault, junior member of the firm of Moore Bros. & Brault, has dissolved his connection with that



"GRANITE, MARBLE AND BRONZE," OCTOBER, 1907.

FIRST SIZE:

DIE . . .	5-0 x 2-4 x 3-4
BASE . . .	6-4 x 3-8 x 1-4

PRICE:

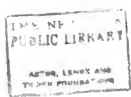
Barre Granite . . .	E E V
Concord Granite . . .	E A E
Troy White . . .	E I E
Westerly Granite . . .	E G V

SECOND SIZE:

DIE . . .	4-4 x 2-0 x 3-0
BASE . . .	5-6 x 3-0 x 1-3

PRICE:

Barre Granite . . .	R P T
Concord Granite . . .	R R V
Troy White Granite . . .	R I V
Westerly Granite . . .	R N V





"GRANITE, MARBLE AND BRONZE," OCTOBER, 1907.

SIZES:

DEK . . .	3-0 x 1-2 x 3-6
BASE . . .	3-7 x 1-9 x 1-0
BASE . . .	4-8 x 2-10 x 1-4

PRICE:

Barre Granite	C R E
Quincy Granite	C P E

NEW YORK
PUBLIC LIBRARY
ASTOR LENOX AND
TILDEN FOUNDATION

firm, and associated himself in business with John D. Sargent, who has been long and favorably known in the granite business, and who is one of the best-posted men in the trade. The combination is a very strong one, from the standpoint of not only office, but shed experience. Mr. Brault is a first-class bookkeeper and draughtsman. Mr. Sargent is not only a good office man, but also thoroughly posted on the cutting department. He was formerly employed as foreman by the Woodbury Granite Co., Hardwick, Vt., having in charge the entire plant, which during the busy season employed over three hundred men. The firm will occupy, October 10, a modern shed at Montpelier, and we will give our personal guarantee that whatever business is done with this firm will be handled promptly and understandingly.

The firm of Moore Bros. & Brault have dissolved, Joseph M. Brault retiring, as stated in another item. John H. and William A. Moore will continue the



NEW CUTTING PLANT OF NOVELLI & CALCAGNI,
BARRE, VT.

business as Moore Bros. & Brault as before. Moore Bros. are too well known to the trade to require any further recommendation from us.

The Eclat Granite Company has recently been incorporated, with a capital stock of \$50,000. Subscribers are Ballista Albisetti, Alfred E. Lebourveau, George Hoyt, Walter E. Sutherland, and John McDonald. It will be remembered that this firm purchased the shed and polishing plant formerly owned and conducted by McDonald & Cutler. The corporation has added to its working force Walter E. Sutherland and John McDonald. Mr. Sutherland is one of the best office men in the business and adds strength to this department, which we consider of great value to the corporation. We are not advised that John McDonald will take an active interest in the concern, but have no question but that he will.

The sign over the office of the United States Construction & Quarrying Company has been lowered and put out of sight, and the office furniture has been stored away, and the head of the company is out of town, and it is stated that he has been for some time, and thus the gas has all come out of the balloon, and there are some who have felt the thud as the balloon struck the earth,—not many, to be sure, but a few who have learned a lesson. Why it is possible to gather in victims on such an impossible scheme as this

company put out we we cannot understand. We believe there are locally some people who should be severely criticised for their evident backing of this concern. It was not what they said, but what they did not say. There is room for a promoter who will promote the building end of the granite business honestly, but every man who comes to town and does business on the plan of Big Campbell should be thoroughly investigated, and it would not be out of the way for the local press to take up matters of this kind. There's more money in it than taking page advertising.

Vanetti & Brusa have recently moved their cutting plant to North Barre, where they will have a better chance to attend to their orders and will have more room for their men. They have on hand at the present time several large carved monuments, and they are in a position to make very prompt shipments.

The Barre Railroad have recently made a great many improvements to their track, and especially to their switch-back. Until recently they could bring down but eight or nine cars of loaded granite, but with the new improvements that have been made it enables them to bring down fifteen or sixteen cars, which will make the service much better for both the quarry owners and the manufacturers. It has always been a drawback to the manufacturers to have their stock tied up at the quarries waiting for the railroad to bring it down.

Fred Haley has recently been put in charge of the A. E. Bruce & Sons' quarries, having resigned his position with the Barre Granite & Quarry Co.

Grearson & Lane have almost completed the work of moving their turning lathe from East Barre to this city. Their machinery is of the modern type, and they have placed it in their new shed in such a manner that they can turn out their orders much more satisfactorily.

The Eclat Granite Co. report business as being very good at this time and that they have on their books quite a number of large orders. They are constantly improving their equipment in preparation of the increase in trade which they are receiving. The class of work that they handle is mostly large monuments, although they are always in a position to handle orders of any size.

Novelli & Calcagni have finally located in their new quarters and are getting under headway very rapidly. The writer made a visit to their shed a few days ago and noticed in particular that they were cutting at this time some very large and handsomely carved monuments. This firm has grown very quickly, because of their skilled workmanship and prompt shipment. We trust that they will continue to grow as they have in the past, as both Mr. Calcagni and Mr. Corti are very hard working men.

The following is an extract from a letter from the corresponding secretary of the *Granite Cutters' Journal*, writing in regard to the recently erected shed of

H. J. M. JONES, Pres.
JOHN E. SMITH, Treas.

ANGUS A. SMITH, Vice-Pres.
JOHN G. McLEOD, Supt.

WELLS-LAMSON QUARRY COMPANY

(Successors to Wells & Lamson Co.'s Light Quarry Interest)

BARRE, VERMONT

**We solicit the patronage of all Dealers
requiring a fine-grained Barre Granite.
We are now equipping our quarry with
a large Derrick Hoist, etc., which will
enable us to fill orders promptly.**

CUTS OF OUR QUARRY WILL APPEAR LATER

"THE PROOF OF THE PUDDING IS IN THE EATING"

Car shortage has troubled you greatly for several months. Do away with that irritator by sending your orders to us. Don't take our statement for it but try us and see.

GREARSON-BECKETT CO.

WILLIAMSTOWN, VT.

Novelli & Calcagni: "They have erected an up-to-date shed, and there is one thing noticeable, that the blacksmith shop and grinding room are partitioned off from the shed, thus reducing the dust nuisance as much as it is possible, and this firm should have a rising vote of thanks from the whole association to show their appreciation of their looking after the comfort of their employees. It is only another instance of this firm's method of doing business, and the good wishes of all members of the Barre branches are extended to the firm of Novelli & Calcagni in their new venture." When an employer has secured the esteem and approval of his employees, he has solved one of the greatest problems in his way, and it will go far to make a success in any business.

Comolli & Co. are adding men to their force every day to enable them to execute the many orders they are receiving. The writer noticed on a recent visit to their shed that they had made many improvements to their machinery and in the way in which they handle their orders.

The writer recently made a visit to St. Johnsbury and found that all the manufacturers there were doing a very good business. Mr. J. E. Walker of that place reports that business with him has shown a great improvement over that of the past. He is running his plant to its full capacity and has been obliged to put on more men in the past few weeks.

Phillips & Slack of Northfield have on hand at the present time a great many orders and report business as being good at this time. They have been obliged to add more men this summer and to run their plant to its full capacity in order to take care of their orders.

At a recent meeting held at Barre between the Granite Manufacturers Committee and the quarry

owners and representatives of the Central Vermont and M. & W. R.R., the question of the unnecessary switching which was being done by both the C. V. Ry. and the M. & W. R.R. at Barre of rough stock from the quarry was discussed. Under the present practice quarries load several shipments of rough stock on the same car for parties located at a great distance from each other, and in a great many instances to parties on both the C. V. and the M. & W. tracks, which, of course, has caused both roads a great amount of unnecessary switching, and which has also taken up a great deal of unnecessary time. It is the idea now of this committee to divide the city into blocks, so that manufacturers located in the same district, or block, will have their granite loaded together. By this arrangement it will readily be seen that the less than carload shipments can be delivered much more promptly than in the past, and the question of time is now one of the greatest questions with which the manufacturers and quarry owners have to contend. It is hoped that the plan can be carried out satisfactorily to the betterment of both the railroads and the manufacturers.



Hardwick, Vt.

The Woodbury Granite Company has just completed shipment of thirty-six polished columns, which are being used in the interior corridors of the New Kentucky State Capitol at Frankfort, Ky. These columns are of dark Bashaw stock, which is now having so successful a run for monumental work. The part of the quarry in which this dark stock is found is a recent development, and until it was opened up it was not supposed that granite of this shade was to be found on Woodbury "Hill." Its color and texture are practically identical with medium dark Barre. That

Until two years ago small Surfacers were not of much account — a large machine was the only thing and owing to its air-consumption it could only be operated on a large plant. But then the

“DALLETT” Junior SURFACER

came into the field — a machine of very moderate price, very moderate air-consumption, yet capable of performing any work usually demanded of a Surfer in a monument-yard. Maybe you have the Surfacers of former years in mind —

let us tell you about the “DALLETT” Junior.

THOS. H. DALLETT CO.

23rd and York Streets,

PHILADELPHIA, PA.



it can be furnished in any size is readily seen by the fact that these columns are 26 feet 4 inches long, 2 feet 9 inches in diameter.

Roof stones for mausoleums are often cut in extremely large sizes, but the one that the Woodbury Granite Company of Hardwick, Vt., is getting out of its quarry now, which is 20 x 12 x 1 thick, is very nearly a record breaker. To get this stone to its destination after it leaves the cutting plant, a special car will be necessary, and care must be taken in routing the shipment in order to avoid bridges and tunnels, and to secure this end the stone will travel five hundred miles out of its way. The car on which it will be shipped is the only one of its kind in the country, having been built by the Hardwick & Woodbury Railroad, for the exclusive use of the Woodbury Granite Co. The car is the design of Mr. J. V. Dutton, general manager the Hardwick & Woodbury Railroad, and is built with an opening in the centre of the car, so that the bottom of the stone, which is shipped on edge, rests on guides only six inches above the road bed.

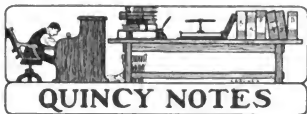
C. A. Swingle & Co. are in financial difficulty, owing to their inability to collect outstanding notes and accounts. Just at the present time the outcome of their trouble is a little in doubt. It is possible that the present partners may retire from the business. If they do, the business will probably be taken over by J. S. Swingle, one of the large creditors.

The Granite Railway Co. are as busy as usual is the report of Manager Luther S. Anderson. They are busy at their quarries, getting out several large building jobs and have a large amount of orders for their extra dark stock from local firms for monumental purposes.

Returns from the shipping terminals for the month of August show the shipments that month to have been 13,662,045 pounds, which was considerable less than in the month of July, which was the banner month of the year. Of the August shipments 9,147,460 pounds were forwarded from West Quincy and 4,814,585 pounds from Quincy Adams.

The local Board of Trade took up a matter at its meeting in September that is of interest to granite manufacturers, when it discussed the advisability of having a law passed that would permit granite manufacturers to enter a cemetery and remove a monument that had not been paid for. Quincy manufacturers in common with others in the same line of business in the state are not infrequently taken in by setting up monuments in cemeteries before they are paid for and to find that not only can they not collect their bill, but the laws of the Commonwealth prevent them entering the cemetery and removing the monument. In some states the laws permit a manufacturer to remove a monument for which the parties refuse to pay, but the only resource in Massachusetts is in a civil suit before the courts, which often costs considerable.

Several granite manufacturers were present at the meeting and spoke in favor of such a law, after which the Board voted to appoint a committee of three and to request the Granite Manufacturers' Association to appoint a like committee to draft a suitable law, which will be presented to the general court for enactment at its next session.



The granite business in Quincy at the present time is not particularly rushing. While some firms claim that they are busy and have plenty of orders on hand, there are others who complain that business has fallen off considerable since the first of the month. There is, however, considerable work in the city at the present time, and all firms are busy on orders booked prior to the dull spell. As a whole the year has been comparatively good. There has been no time when business was what might be called decidedly dull, although there have been times when new orders came in slow. Of the new work booked this month the majority of it is of the medium-size kind.

Barre Pneumatic Tools
THE TROW & HOLDEN COMPANY

SURFACER TOOTH CHISELS

Made of 1 1-2 inch sq.
stock for large and 1 3-8
inch for small machines.
Nothing but the very
best of material used.

PRICES

FOR LARGE SURFACERS

\$1.25

EACH

FOR SMALL SURFACERS

\$1.00

EACH

Everything in the
line of small
tools for working
Granite

PROMPT SHIPMENTS FROM STOCK

Trow & Holden

BARRE, VERMONT

William T. Spargo has been in Westerly the past few weeks looking after his quarry interests there. At his Quincy office the clerk said that he had been estimating upon some very large work, and that he had every reason to think that he would be successful in landing some of it and predicted that next month he would have something in the news line worth talking about.

James F. Desmond has just completed a Celtic cross job that is a great credit to him. It has a base 5 x 3-5 and stands 13 feet tall. It is elaborately carved. He also has some other good work under way. Business he reports as being about the same.

At the plant of McDonnell Brothers, on Water Street, near the Quincy Adams Depot, there can be seen some fine products of the stone cutters' art. Some of the monuments that are set up ready for shipment are all polished. He reports orders as quite plentiful.

Kavanagh Bros. Co. are as usual very busy, having a large amount of work on hand and new orders coming almost every day. Among their recent orders is one for a sarcophagus of Westerly granite. The bottom base is 7-6 x 5, and the die is to be very elaborately carved. Another job is a column die sarcophagus with carved capitals. The base is 7 x 4-6. They also have completed ready for shipment a unique boulder job. The boulder is 4 x 1-6 at the base and stands 6-6 high. On one side in bas relief is a polished scroll, around which a spray of sugar cane has been carved, in bas relief. This firm is cutting the town memorial stones for the Pilgrim Monument at Provincetown, and now have one hundred and eight of the blocks ready for shipment.

D. E. Cameron reports that he has nothing special to report this month, although he has considerable work of various sizes and kinds on hand. The Joseph Cook soldiers' monument he expects to ship by the latter part of this month (September).

A. M. Dean & Co. have a large amount of big work under way at their plant, the most of which they hope to be able to ship before winter. These include a large square job whose base is about 9 x 9 with polished dies. The job is being cut of medium Quincy stock, and when completed will be very handsome. They also have a large amount of smaller-sized work on hand.

Clark & Pearee have a good line of work on hand, although they have no job that they care to particularize. One very handsome job was noticed in their yard all ready to be boxed and shipped. It is extra dark Quincy stock with a polished column die. The bottom base is about 7 x 5.

Milne & Hector have several handsome Westerly granite jobs set up in their yards all completed and ready for shipment. They report that they have an

unusual large amount of work on hand of the medium-size kind. They also believe that in the long run that there is less risk in a small job than in large work, and fully as much profit.

The Quiney Column Turning Co. have plenty of turning and polishing work on hand at the present time and have no reason to complain. They had nothing special they wished to report this month.

Prout Bros. have commenced work in earnest since my last letter upon their new plant, which will include a modern, up-to-date polishing mill and cutting sheds. When your correspondent called this month a good section of the frame was up, ready for boarding in. They hope to have the new plant completed before cold weather.

Andrew Milne, of the firm of Milne & Chalmers, returned this month from an extended visit to the old country. It had been years since he visited his native hearth, and he found many changes. He visited many European cities and had a thorough good time. He was accompanied by Mrs. Milne.

Deacon Bros. had nothing special to mention this month other than to say that they had a good lot of work on hand, and that they were very busy both in their cutting sheds as well as in their polishing department.

Forbes Craig & Co. have several rush jobs on hand, and they are hustling to get them shipped. One of them is a very handsome cemetery entrance, to be set up in Philadelphia. It consists of nine caps. Some of these are 3 x 7 and some 4 x 6. Three of them are all polished, and six are to be surmounted by polished granite balls 1-10 in diameter. They also have a New York building job and a very handsome sarcophagus memorial. This is to be of dark Quiney stock and is to be all polished, including the bottom base. The base is 9 x 5-6.

Maguire & O'Heron furnished the granite used in the trimmings of the new school building just completed at Quiney, and it is a handsome lot of granite.

Hughes & Johnson have a large amount of work on hand which includes several good-sized jobs in addition to those mentioned in the last issue. One of their new jobs is an all polished column die sarcophagus with a 6-6 x 3-to bottom base. They also have several good jobs to be all polished that are not quite as large.

Agent Driscoll of the Merrymount Granite Co. had nothing special to report when your correspondent called this month. All that he could say was that his company had plenty of work on hand and that orders for their stock were particularly brisk, giving them all they could do to get it out on time.

Alexander Falconer & Co. are among the busiest firms in the city. They report that orders are very plentiful at their quarry and that they have considerable to do in the monumental line. Mr. Falconer has taken to motoring and finds it very handy in his business as well as being a fine recreation after business hours.

Joseph Walker of the Aberdeen Granite Works is making good progress on the Knights of Pythias memorial mentioned in the last issue, and when completed it will be very handsome. Mr. Walker reports that business has been exceptionally good with him this year, and that he has no reason for complaint.

Bernie & Diack had nothing out of the ordinary to report this month, and all they could say was that business was fairly good and that they had a good supply of orders on hand. They have turned out a very large amount of work this season and expect to keep right at it until severe weather obliges them to let up.

Smith & Gelotte at South Quiney have about the usual run of work on hand,—a fairly good supply of orders, but nothing worthy of special note. Mr. Gelotte, who has recently been taken into the firm, is a practical man and his experience will stand him in well as a manufacturer.

The memorial drinking fountain being cut by the Joss Bros. Co. for the town of Milton is practically completed, and by the time this issue reaches its readers will have been set in position. It is a fine piece of work, and the novel inscription is sure to attract attention. Among their new work are several orders for sarcophagi jobs of good size to be cut of Westerly granite.

McGilvray & Jones are hard at work upon the Mark Hanna memorial, but it will be several months yet before the job is completed and set up. It is probably the largest job being cut in Quiney at the present time. They also have their share of ordinary work on hand.

At the office of the Columbia Granite Co. it was said that business was inclined to be a little quiet. They had considerable work on hand, however, and therefore were quite busy.

J. S. Swingle, the "extra dark man," reports that orders for his superior grade of stock are very plentiful and that business was never better with him than at the present time. Work on the additions and improvements at his quarry are going on and are fast nearing completion. He has also commenced work getting the Barry quarry ready to work, and when that is ready he will have one of the best medium as well as one of the best dark quarries in the city. Owing to his increasing business, he has found it necessary to open an office in City Square, which out-of-town customers will find very convenient when visiting the city.

Specify KLONDIKE STOCK at all times
Blue White Westerly Granite
FROM THE FAMOUS KLONDIKE QUARRY
 OWNED AND OPERATED BY THE
GOURLAY GRANITE WORKS



THEO. R. HELB MAUSOLEUM, PROSPECT HILL CEMETERY, YORK, PA.

Cut from our BLUE WHITE WESTERLY GRANITE by The N. E. Granite Works, Westerly, R. I.

The most reliable stock for all kinds of monumental work quarried in Westerly or New England, and the only firm in Westerly that makes a specialty of rough stock for the trade. Wholesale prices to one and all, equal treatment to each customer.

In addition to our KLONDIKE stock, we furnish the old

WESTERLY BLUE STOCK WESTERLY PINK STOCK WESTERLY RED STOCK

AT WHOLESALE PRICES TO DEALERS

FOR PRICES APPLY
TO

GOURLAY GRANITE WORKS

WESTERLY,
RHODE ISLAND



DIVERSVILLE, IOWA.—On August 14 a fire, which threatened the entire town, destroyed the stock and building of William MacHogan.

MANNINGTON, WEST VA.—The F. A. Stewart Granite Works have recently secured a contract for a shaft monument, which, when completed, will stand twenty-four feet high. The contract also includes curbing, steps, and markers, to be cut from Barre granite. The monument will weigh, completed, thirty-three tons. It is stated that this contract was awarded after competition from Philadelphia, Baltimore, and other points.

MONTGOMERY, ALA.—The Curbow-Clapp Marble Company, one of the oldest and supposedly strongest concerns in this state, was decreed bankrupt on August 20. The stock, book accounts, tools, etc., were sold by the receiver, he having received sealed bids therefor.

MARYSVILLE, KAN.—P. J. Schumacher has purchased his partner's interest and will conduct the business alone.

EVERGREEN PARK, ILL.—Jacob Geis, John Zirkel and Charles Peustein have formed a corporation, capital \$6,500, under the name of the Chicago Granite Manufacturing Co., and taken over the business conducted by Geis & Zirkel.

CHURUBUSCO, IND.—Frank and Orin Fogle and W. S. Gandy have purchased the Churubusco Marble Works from Rev. E. Gump.

NEW ALBANY, IND.—The John Vernia & Son Marble Company, of this city, has filed articles of incorporation. The capital stock is \$1,200 and the directors named are John Vernia, Charles Vernia and Margaret Vernia.

BROOKLYN, N. Y.—Voska, Foflson & Sidlo have recently incorporated with a capital of \$20,000 for the purpose of conducting a granite and marble business.

BAYONNE, N. J.—Joseph Kenny and A. Le Clair, both of Barre, Vt., have started in the retail granite business.

HUTCHINSON, KAN.—M. L. Grimes of Lyons has purchased the A. W. Smith marble works.

JOLIET, ILL.—The monument business, conducted for the past fifty years by the late John Lennon, will be continued under the firm name of John Lennon & Sons. Thos. P. Lennon, who has been identified

with the business for the past twenty-five years, will manage the business and will be assisted by George M. Lennon, as salesman.

OKLAHOMA CITY.—The International Marble and Granite Company with \$50,000 capital stock has been recently incorporated. The directors are: Thomas P. Robb and Albert T. Musser of Chicago; A. J. McMahan of Oklahoma City.

CAMERON, MO.—G. W. Sloan has installed a pneumatic tool plant. To accommodate this machinery he has built a 12 x 12 brick addition.

BUTTE CITY, MON.—Articles of incorporation of the Enous Parsons Monument Works Company were filed recently. The capital stock is \$3,000, and the incorporators are Enous Parsons, James M. Hinkle and Joseph R. McCracken.

TOLEDO, ILL.—Robert Zybelle, formerly of Monticello, has started in the monument business.

SLEEPY EYE, MINN.—George E. Clinton, one of the pioneer business men of this city, sold his marble business to F. E. Beech of Springfield. Mr. Clinton has been in business in this city for the past 15 years.

Recently incorporated, the Egyptian Vault Company, New York (monuments); capital, \$50,000. Directors: Samuel B. Hasselman, Worcester, Mass.; David L. Snedker, John B. Marshall, New York.

BURLINGTON, WIS.—The Kresken Building on lower Chestnut Street has been leased by Bartholf & Fitch and is being put in shape preparatory to their opening a marble and monument shop in the same. They will keep on hand a stock of monuments and headstones and will do their own work.

SOMERVILLE, MASS.—The advisory committee have decided upon the design for the new soldiers' monument submitted by Augustus Lukeman of New York. The monument will cost \$20,000. The award to Mr. Lukeman was made after the several designs had been submitted to C. Howard Walker, who served as expert judge on behalf of the city.

The accepted model is classic in design and measures twenty-five feet in diameter at the base, and in total height is twenty-eight feet. The pedestal is to be executed in granite. The group itself is to be cast in bronze, and each figure will measure, when completed, eight feet in height. The group consists of two figures, one of which represents the volunteer starting for the front to fight for his country and the other represents Victory, in the form of a winged female figure with uplifted arm, giving encouragement to the soldier. In one hand the female figure holds the pennant of victory.

The pedestal on which the group is placed is very simple architecturally. The base of the memorial is designed in the form of semicircular exedra with a seat extending around in the form of a half circle.

JOSEPH NEWALL & COMPANY
QUARRIERS & MANUFACTURERS
WESTERLY, RHODE ISLAND
BLUE, PINK AND RED WESTERLY GRANITE

Perfection in
monumental
work is
attained only
by carefully
selected
stock and
the best
grade of
workman-
ship



The only
company in
Westerly
doing an ex-
clusively
wholesale
business
We never
compete with
the retail
trade

NEWALL QUALITY
"THE STANDARD OF TWO CONTINENTS"
AND THE
HIGHEST ACHIEVEMENT IN MONUMENTAL ART

The effect obtained from the combination of the exedra, the simple but well proportioned pedestal and the finely arranged group is a most pleasing one.

FORT WORTH, TEXAS.—Plans for a Confederate monument were discussed recently by R. E. Lee Camp, U. C. V., and a committee appointed to take up the proposition. Members of the committee are W. H. McConnell, K. M. Van Zandt, C. C. Cummings, and E. W. Taylor.

TOLEDO, OHIO.—The contract for the monument at Fort Meigs was not awarded September 11. Although the bids were within the limit, the designs did not exactly meet with the ideas of the Fort Meigs commission.

The bids and designs thus far considered have been submitted by Lloyd Brothers and the Eckhardt Monumental Company of Toledo, the Hughes Granite Company of Clyde, Harrison Granite Company and Leeland & Hall of New York, and Sculptor Haslan of Cleveland. Other designs will be submitted and considered by the commission.

ANDERSONVILLE, GA.—The contract for the erection of the Connecticut monument in national cemetery at Andersonville has been awarded Messrs. H. E. Fletcher & Co., of Boston, Mass., though the actual work of erection will be performed by Clark's Monumental Works, of Americus.

HUNTINGTON, W. VA.—Between forty and fifty cutters and letterers working for the F. C. McColm Granite Works walked out August 26, their actions becoming so threatening that police protection was besought.

The strikers have been working nine hours per day. When asked to increase the day's work to ten hours they refused and walked out in a body from their respective departments. Their determined attitude won a withdrawal of the demand for a ten-hour day and the men returned to their work this morning.

Mr. McColm stated that a number of the cutters and letterers had failed to get out in nine hours what should rightfully be expected of them. Consequently he merely asked them that they work one more hour on the day that they might get out the same amount of work in ten hours that first-class men do in nine. The men declared they would never go to work again unless the demand was withdrawn. Violence was promised if other men were hired in their places. Mr. McColm believed that under the pressure of orders he was not justified in holding out against his men and consequently allowed them to return and work on the old schedule for the present.

HUTCHINSON, MINN.—The firm of Zierke Bros. has dissolved. Herman will give his attention to the land business and W. H. will continue to push the marble works.

IOLA, KAN.—The Vermont Marble and Granite Works have recently moved into new and larger quarters.

NOBLESVILLE, IND.—Searce & Woodward have secured the contract for the Indiana soldiers' monument to be erected on the site of Andersonville Prison.

It will be of polished Montello granite. Surmounting the die will be a figure of Rachel weeping for her children.

The revenues of Delaware will be increased by taxing the manufacturers of monuments.

ELKHART, IND.—Suit to have a receiver appointed for the monument firm of Cook & Chester was filed in the Superior Court September 11 by the Coöperative Granite Co., of Indianapolis, on a claim of \$253.59 for stone furnished. C. P. Cook has been conducting the business as the surviving partner since the death of Harry S. Chester.

BROOKLYN, N. Y.—John J. Legner, formerly a member of the firm of Legner & Quaing, Newport, Ky., died recently at this place, where he has been engaged in the monumental business.

KANSAS CITY, MO.—The Woodlawn Granite Co. has incorporated, under the name of the Woodlawn Granite & Monument Company, capital \$20,000. Incorporators, Louis Muschietty, Dan Guidici, Samuel M. Carmean, and others.

BEDEVIERE, ILL.—Steele & Dawley, proprietors of the Belvidere Granite Works, have sold their business to W. W. Birkett. Mr. Birkett was formerly in business at Sycamore, Ill.

SAUGERTIES, N. Y.—Eugene Lasher, of Kingston, has purchased of the Presbrey-Coykendall Company their branch marble and granite works at the William Mould yard, and will hereafter carry on the business at the same place.

PITTSFIELD, MASS.—Jos. B. Maslen, formerly of Hartford, Conn., now occupies the shop formerly conducted by Kirk & Matthews, and Mr. Maslen states it as his intention to have a new line of monumental work, and everything up to date. He is the son of the late Joseph Maslen, of Hartford, Conn., formerly a member of the firm of Fuller & Maslen. Mr. Maslen further states that he spent nineteen years at the bank, and he should therefore be thoroughly posted on the mechanical work of the granite business.

MT. PLEASANT, PA.—John C. Gemmill recently had the misfortune to lose a leg, and being unable to give his business proper attention has sold out to Miller & Henderson.

Joseph Shaver, founder of the Joseph Shaver Granite and Marble Co., died at his home after a long illness September 5. He was actively engaged in business in Milwaukee for many years, whither he came from Toledo thirty-five years ago. Mr. Shaver belonged to the Elks, Knights of Pythias and Odd Fellows. A wife and several children survive him.

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relative to the Machinery, Supplies and Tools we sell, and our methods of doing business. In this way it enables us to keep in close touch with your requirements, and we are better able to serve all in a satisfactory manner.

We have by hard and faithful endeavor secured Polishing Supplies, Machinery and Tools of the best possible quality, and offer you the benefit of these goods at the same prices you pay for poor material. It is an easy matter for you to prove if our statements are correct by purchasing a small supply of our goods.

We have a catalogue illustrating and explaining and also giving prices of all the merchandise, machinery and tools we sell. It is free to all. Write for one today to the

HARRISON SUPPLY COMPANY

NATHAN C. HARRISON, General Agent

5 and 7 DORCHESTER AVENUE EXTENSION, BOSTON, MASS.

Remember, we sell only GUARANTEED goods.

Proposed Monuments &



Monumental News &

LOUISVILLE, KY. — Friends of the late Samuel L. Avery are endeavoring to raise \$10,000 for the erection of a monument to his memory. The plans are already well under way, and an organization to be known as the Avery Memorial Fund has been formed. The officers are: William Krieger, chairman; E. W. Hayes, Howard Hunter, A. R. Reno, and Claud R. Harrell.

ATLANTA, GA. — Work will be begun early this fall on the monument, which will be erected as a memorial to the late President Samuel Spencer of the Southern Railway. Plans have already been asked for the statue, which will stand on the plaza of the Atlanta terminal station.

The monument will cost in the neighborhood of \$50,000, and while only \$21,000 has been collected,

all of the amount has been subscribed and will be available when needed.

The monument will be built as nearly as possible to conform to the wishes of the dead president's family, and a number of sculptors throughout the country are working on the specifications.

BLOOMSBURG, PA. — The erection of a monument by Columbia County to the soldier and sailor dead at a cost of not less than \$8,000 now seems assured, the second successive grand jury September 5 having acted favorably upon an appropriation for that amount. All that is now necessary is the assent of the court to the expenditure, which is expected.

CHICAGO, ILL. — Provision for a \$50,000 monument for his horse has been incorporated in the will of Henry Graves, the oldest settler of Chicago, who is dying at his home. It will memorize Ike Cook, a famous trotter, which he owned fifty years ago, and which had a record of 2.30.

CHATTANOOGA, TENN. — A monument to Jefferson Davis, president of the Confederate States, is to be erected on Chickamauga battlefield by the state of Alabama. The Alabama legislature has appropriated \$100,000 for monuments on the various battlefields, and it is proposed to use \$15,000 of the money for a memorial to Mr. Davis at Chickamauga.

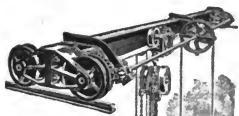
Have you realized profit enough last season to put a few dollars aside for a

TRAVELING CRANE

If not, isn't it because you don't handle your work economically, and wouldn't it pay you to do a little investigating along this line as well as on

CHAIN HOISTS. TROLLEYS, ETC.

J. G. SPEIDEL - Reading, Pa.



FITZVILLIAM, N.H.—The Perry White Granite Co., at quarry No. 3, has loosened what is probably the largest sheet of granite ever moved in Fitzwilliam. The sheet was started without a hitch of any kind and contains some 12,000 feet of stock. It is from 3 to 12 feet in thickness and is nearly square 45 x 47 feet.

BROOKLYN, N.Y.—Articles of incorporation of the Tucker Granite Company of Brooklyn, have been filed with the State Department. It is proposed to deal in building materials, with a capital of \$10,000, divided into shares of \$100 each. The directors are John Fischer, John Tucker, and L. J. Tucker, of Brooklyn.

WATERTOWN, N. Y.—A petition in involuntary bankruptcy was filed in the United States district court at Utica September 6 by Gouverneur creditors of the Watertown Marble Company. It is claimed that the company has transferred some of its property to preferred creditors. Its liabilities, it is believed, are not very large.

The mill of the company in Water Street, this city, was closed down August 31, the employees having walked out because they could not get their pay. The plant was locked up, and a notice to the effect that F. A. Tolman of Chicago claimed ownership of everything in sight except the marble, was tacked on the door.

The company's quarry at Gouverneur has been closed down for some time. It is said that the quarrymen there were unable to secure their pay.

COLORADO SPRINGS, COL.—John Weise & Co., South Omaha, Neb., have been awarded the contract for the construction of the new federal building for \$206,000. Colorado granite from South Platte will be used.

MILFORD, MASS.—The gradual suspension of work at the local granite quarries was furthered this week by the discharge of about one hundred men at the Norcross plant, and there is now only a small number at work at the Webb Company. But the manufacturers, when the cutters were urging an increase of pay last winter, said that the rates asked would make

it impracticable to do much work in Milford, and now it is the general belief that such work as the Milford firms have will be done at their quarries elsewhere at lower rates for labor.

RANDOLPH, Vt.—A deposit of granite has been discovered on the property of A. H. Beedle similar to Bethel white, but according to Prof. G. H. Perkins of finer grain and more compact. It is stated that a large granite manufacturing firm has become interested and will develop it.

OZONA, TEXAS.—John Young of Ozona and others of San Antonio, Texas, have secured 480 acres of land containing marble in Brewster County; will establish quarries; stock company has been formed with capital of \$1,000,000; machinery is being purchased; twelve miles of railroad will be built to connect with Southern Pacific Railway and Kansas City, Mexico & Orient Railway at Paisano Pass.

NORTHFIELD, Vt.—The E. B. Ellis Granite Co. have secured the contract for the granite for the building of the First National Bank, Albany, N. Y. Bethel white will be used.

John Peirce, Maine's well-known granite contractor, was the lowest bidder for the construction of the Ashokan reservoir in the Catskill Mountains, the amount of his bid being \$10,315,350. The New York Board of Water Supply awarded the contract to McArthur Brothers Company and Winston & Co., whose joint bid was \$12,669,775. The New York Tribune says: "Despite the fact that the Peirce Company is thoroughly responsible, that it had deposited a certified check for \$250,000 with its bid, and that John Peirce, the head of the company, was the builder of the masonry of the new Hall of Records, the Peirce Company bid was thrown out because, as stated by Commissioner Chadwick, it would have entailed great loss on the Peirce Company."

ATHELSTANE, WIS.—Preparations are being made to open the quarries of the Amberg Granite Co. From fifteen to twenty men will be employed at the works.

The company has a contract to furnish about 30,000 cubic feet of granite for the new additions to the state reformatory at Green Bay.

GOVERNEUR, N. Y.—Final dividend of 3 per cent was declared recently in the bankruptcy case of the Rylstone Marble Company. This makes about 65 per cent awarded creditors.

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Granite Business at Austin, Texas.

The following is from a correspondent in the *Granite Cutters' Journal*: "While our firms are not like the large New England type, you will find them equipped with late improvement. The custom that had its birth, and is still being used in this state; namely, sending monumental work East to be cut, is causing Texas members some serious thought, so if members coming this way find themselves banked up against bottom bases and curbing, they can long for the East where the good Texas work is being cut. Fifty per cent of the Texas work is cut out of the state. The manufacturers say that they cannot compete against the East, because the eastern locality enjoys a \$3.00 minimum rate of wages and Texas rate is a \$3.35 minimum.

Also the following from the correspondent at Mt. Airy, N. C.: "The latest event of interest in labor circles is the injunction proceeding brought against the American Federation of Labor by the Manufacturers' Association, to prohibit the publication of the 'We don't patronize list.'"



A Peace Monument Planned.

A monument designed by Frederick Macmonnies is planned to be erected in front of the Carnegie Peace Palace at The Hague. The purpose is to commemorate the birth of peace. The design consists of a group of three figures of heroic size, the largest of which will be at least twenty-five feet in height. The idea of the sculptor is to express Peace intervening among the warring elements of the world. The estimated cost of the monument is \$100,000, to be defrayed by international contributions.



A Change in the Business of Charles B. Baldwin.

It is reported that the wholesale business formerly conducted by Charles S. Baldwin at Zanesville, Ohio, has been sold to Irving A. Wilfore and Jacob F. Horn. The consideration, it is understood, is in the vicinity of \$35,000. Wilfore was formerly manager of the Zanesville office. Horn was formerly manager of the local office of the Postal Telegraph. It is understood that the company will be incorporated under the name of Charles S. Baldwin Company, and Wilfore will continue in the capacity of general manager.

Mr. Baldwin in the future will be interested in the Zanesville Sand Co., incorporation papers for which were taken out at Columbus, recently. The company was incorporated with a capital stock of \$10,000 by the following Zanesville people: A. M. Templeton, J. T. Templeton, Charles S. Baldwin, Harriet Baldwin, and Henry S. Bell.

It is understood that the company holds options on considerable sand properties in Muskingum County, and these will be developed as soon as the new company gets under way.



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News Item.

The Georgia Marble Finishing Works, Canton, Ga., recently made an addition of a new crane runway, on which they have installed a Northern 3 motor Electric Traveling Crane, designed for outdoor service. This crane was furnished by the Northern Engineering Works, Detroit, Mich.



Correspondence.

We have the following from Edward J. Kisleng, Jr., & Co., Newark, N. J.: "We congratulate you on the good work you are doing with the paper. We wish you a large measure of success for the coming years. We are always glad to see your paper, and we enclose you herewith \$1.00 for renewal of our subscription."

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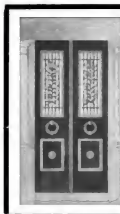
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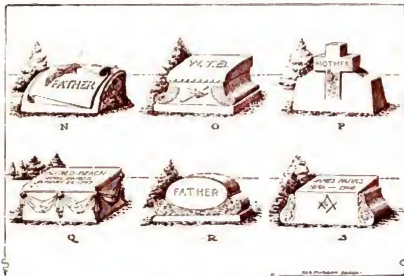
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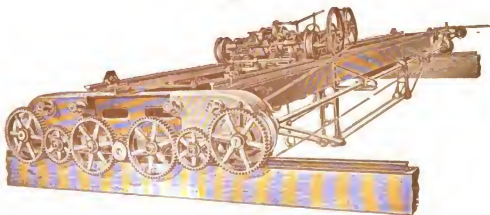
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NOVEMBER
1907

VOLUME XVII
No. 11



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for any size in reason**



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No contract too large and none too small for us to handle.

WE KNOW

AND OUR COMPETITORS DO NOT DENY THAT WE SELL
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THAN ANY OTHER FIRM IN THE COUNTRY
THEN WHY ADVERTISE ?

BECAUSE WE WANT MORE BUSINESS
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ALL STYLES OF MONUMENTS

ALL OF THE FINEST QUALITY

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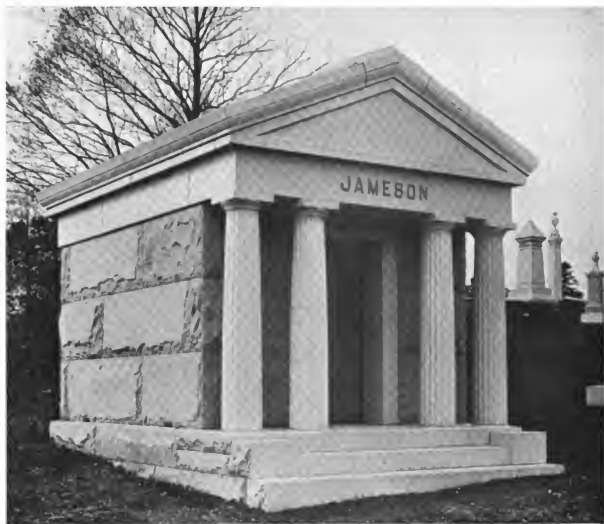
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FINEST LIGHT AND MEDIUM BARRE GRANITE.

Any dimension furnished to the limit of transportation.

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 Light or Dark

ROUGH STOCK
 from our own
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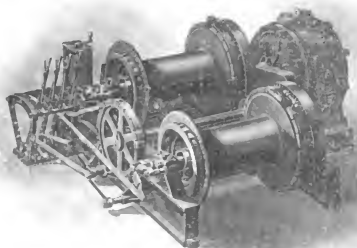
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MEAD-MORRISON MANUFACTURING CO.,

SUCCESSORS TO
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Modern**Quarry****Engines,****Electric****Hoists,****Friction****Drum Belt****Hoists.****Locomotive****Derricks,****Patent****Derrick****Swinging****Engines,****Bull Wheels,****Boilers.**

The above cut represents one of several styles of electric hoists which we manufacture. This hoist is specially arranged for quarry derricks of the back block type.

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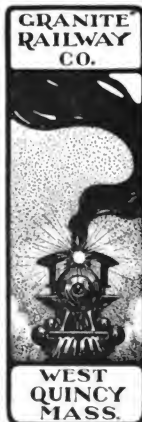
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Polishing Mill, size 157 feet x 54 feet, equipped with eight polishing wheels, two travelling derricks, one of 30 ton and one of 40 ton capacity, pneumatic tools, engine house attached, 80 ft. x 40 ft. The largest and most complete building ever constructed for this purpose.



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MONUMENTAL DEPARTMENT

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 is the only
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 produced in
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Write us for
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are in order these frosty mornings. ☛ Nothing better to heat and they are economical. ☛ Burn either wood or coal. ☛ We can ship at short notice. ☛ They are made in three sizes.

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BARRE GRANITE WORK

is our first consideration.

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ORIGINATORS and
SOLE OWNERS
OF THE

**"HAWK" BRAND
STEEL**

Long and favorably known. We will
continue to supply our customers with
this CELEBRATED BRAND as usual.



WE HAVE BEEN APPOINTED
SOLE NEW ENGLAND AGENTS
FOR THE

Halcomb Steel Co.,
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One of the best equipped mills in the world

Producing { Hawk Brand for Points
Hawk Brand for Drills
Hawk Brand for Bush Hammers
Hawk Brand for Press Hammers
and Standard Tool Steel for Drills,
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HAWKRIDGE BROS. STEEL

OF EVERY DESCRIPTION

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Quarries on . . . Picton Island, St. Lawrence River, near Clayton, N. Y.



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RED AND PINK GRANITES

In dimension sizes

Beautiful Granites for
**MONUMENTAL
DECORATIVE and
BUILDING PURPOSES**

Modern Equipment
Splendid Shipping Facilities
Send Specifications for Prices

Granite, Marble and Bronze.

Successor to Granite

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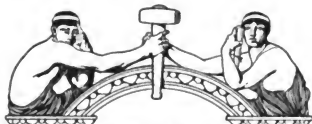
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BOSTON, MASS., NOVEMBER 1, 1907.

10 cents per copy
\$1.00 per year



EDITORIALS

MORE ABOUT CATALOGUE HOUSES SELLING MONUMENTAL WORK.

We are recently in receipt of a letter from a retail dealer who has been many years in the business and whose standing is unimpaired. It is in connection with the matter of catalogue houses, and special reference is made to a certain well-known Chicago house. We quote from the letter: "The whole matter is up to the Barre Manufacturers' Association. They know, or can easily find out, where these goods come from, and they should let the retailer know. If the retailer finds it necessary to do so in self-defense, he can easily cut off the sale of any granite, by simply not talking it, or talking against it. I observe that when any large shipments are made they are followed by a large amount of advertising matter, from the different firms, showing that they know what is going on. If the quarry owners and manufacturers prefer to have this well-known catalogue house have monopoly on their prices, they can let things drift. But if they want the country dealers to push Barre granite, they must cut all this competition at its source. It does not trouble me much as yet, but it is growing, and I see trouble ahead."

This may be a matter for the association to handle, and it is a very delicate matter to handle, without question. The only association that could handle this matter effectually is the Quarry Owners' Association. Cut off all supply of rough stock from any concern and their career is finished.

The matter could be handled from this source, that is, if the Quarry Owners' Association saw fit to take the matter up, and this could only be done by some one appointed by the association to make investigations and his findings reported back to members of the association. Whether or not it would be possible to ascertain who were shipping work to this concern, we are at a loss to state definitely, as the work shipped is not sent in their name, but in all probability is shipped by a number to the party who orders the goods; therefore, it would not be easy to separate it from the work shipped to wholesale dealers, which is marked in the same way.

We are stating the above to show the retail dealer the conditions which surround the tracing of shipments.

Personally, we are acquainted with every concern in Barre, yet we would not know where to turn, in order to trace shipments to this house in question.

We think it is a matter for the Retail Dealers' National Association to take up and push, and if evidence can be secured that a certain manufacturer or manufacturers are shipping to this house, that sufficient publicity be given to the matter. That will, no doubt, prevent any further shipments.

We have heard many discussions regarding this matter in the meetings of the National Retail Dealers' Association, and the opinion seemed to prevail at the present time that it was not any great injury to the respective retail dealer, but we can see where in the future it might become a menace.

Therefore it should be considered seriously by all associations who have the best interests of the business at heart.

"DON'T BELIEVERS IN ADVERTISEMENTS."

It is strange, but nevertheless, true, that the so-called "Don't Believers in Advertising" are invariably those who are seeking it. An illustration of this point came to our notice recently, in which a certain manufacturer of marble-working machinery sent to us a three-page article with illustrations, requesting us to publish it, as it would be instructive to our readers to read such an article. We advised this concern, that although we would not give them a three-page article, even on the strength of an advertisement, yet we would mention same, together with illustrations, if they on their part would consider carrying an advertisement with us.

They advised us that the demand for their machinery was such that it was not necessary for them to advertise, and they would not consider an advertisement, either now or in the future. In other words, they were not willing to pay for an advertisement, but were willing to allow us to use all of this article, which was an advertisement, if we would publish it without cost, they, on their part, would supply the text matter and the illustration.

We were informed that two of our contemporaries had already published articles regarding this same machinery, which is unnecessary for us to state that we refused to do.

Candidly, we do not think it is business for the trade paper to publish articles of this kind at our own expense, and, of course, at the expense of the other advertisers.

We are willing and ready to publish instructive articles on new machinery or any other subject, but not willing to be worked to the extent of three pages, on the plea that the matter is instructive.

Also, another matter came to us, within a very short time, which illustrates to us very forcibly the inconsistency of the "Don't Believers in Advertising."

We were informed upon requesting the renewal of an advertisement that this concern were to cut out all advertising, stating "we have just cut out the advertising of one of the contemporaries and purpose to cut out all others." We asked the reason therefore, and were told that it did not do them any good, and yet it is only a short time ago that we were put over the coals and compared with one of our contemporaries for not giving them the same amount of space among the reading matter.

As stated above, we are always willing and ready to publish any matter whether it is about an advertiser or non-advertiser, that is of general interest to the trade.

We respect the opinions of those who state they do not believe in advertising, but our readers will understand that we cannot agree with them.

The "Don't Believers in Advertising" should be consistent and not give a lie to their stated beliefs, by asking for something which will not cost them anything; for it does pay to publish a trade paper, and we have figures to prove this to the most skeptical.

THERE IS SOMETHING WRONG.

There is something wrong in the business world when it is possible for a firm to sell out its assets to a corporation, and the corporation cannot be held responsible for the liabilities. We recently had a case of this kind in the granite industry. A wholesale concern had been doing business for a number of years, and although there had been plenty of indications of weakness during the past year, yet all kinds of protestations were made by the proprietor of the concern that it was financially good, and that it was the fault of the manufacturers that they did not receive their money on account of several reasons, the principal one being that the goods were not shipped at the time specified, which he gave as a reason for holding up money due on previous shipments. We believe it was the lack of business method on the part of those who sold this concern that the matter was not brought to a head long before, and thus save the tying up of a number of thousand dollars, with a possible chance of some time in the future of securing it. The financial weakness of this concern has been perfectly plain to all those who would take warning from surface indications, but the warnings, in five cases out of ten, were not heeded, and as a consequence money is now tied up for goods shipped. Since our connection with the business there has been but one case of this kind before, which is a pretty good record, and it is said there is no reason for the present trouble, had the party in question confined himself strictly to his own line of business, and not become involved in other matters. It is not very encouraging for a firm to receive a notice which reads in part as follows: The business formerly conducted by ——— has this

day been incorporated under the name of ——— Company, and will not be responsible for the debts of the former proprietor, back of a certain date, particularly when this concern owes the manufacturer enough to drive him out of business if not paid. And the former proprietor states, when asked to liquidate his indebtedness, that he cannot tell when he can pay, and there is really no recourse for the creditor. The worst feature of the whole matter is that probably one-half of what the concern owes at the present time has been contracted since the time when the weakness was plainly evident to all who would take notice. But this very same thing has happened before, and we assume that it will happen again, warnings will remain unheeded, and all will be forgotten after the present trouble has become six months old.

FIGHT COMPETITORS, BUT KEEP YOUR TEMPER.

Business is a fight. You can't even stay in the game if you don't fight, you can't succeed unless you conquer. It is a long drawn-out battle; hence partial victory perches first on one banner and then the other. From start to finish it is a case of "the survival of the fittest." Any time that you are caught with your hands down, you are going to get hit, and it may prove to be the "knock-out" blow.

Never underestimate the other fellow. You may think that he is crazy; you may think that he is on a trip to Europe; but you don't want to let that or anything else fool you. Eternal vigilance is the price of success. The boy said that he loved to watch "dad" play poker, and he says that everybody in the game has to watch him, and if they don't "it's easy money for dad." So it is with any competitor. There is only one safe way and that is, to keep your natural or mind's eye on him at all times.

There should be no such thing as hatred in business; but one should feel genuine pleasure in conquest.

To outwit a competitor should bring the same pleasant sensation to us that we experience when we "out-point" a rival in any other game. If we love the game we find pleasure in it, even when we are forced to accept temporary defeat. No general ever won every skirmish or every fight with the enemy. No one can win every time; we don't need to, and it is not right that we should; reverses are what make us strengthen the weak points, and we all have them.—J. T. FISHER in *The Sample Case*.

Let us see how the above applies to the granite business. When we use the expression "that business is a fight," it does not mean a fight to see how low prices you can make, but how you can hold your customers and secure a profit at the same time. There is no pleasure in doing business without a profit. This always has a disastrous end, or any amount of dissatisfaction which comes from overwork, meaning night work and no holidays, for the purpose of taking care of correspondence and other uncompleted business. This is not the kind of a fight that the above article means. It means that a strict watch should be kept upon everything which pertains to the business, especially so in the sales department; that sufficient publicity shall be given to your business; that you may

(Continued on page 14.)



TEAMS ARE KEPT WAITING FOR HOURS FOR A CHANCE TO UNLOAD. SEE THE DERRICK NOT LARGE ENOUGH FOR A FAIR SIZE CUTTING PLANT.

Unappreciated Business.

For a long time the shipping facilities provided by the New York, New Haven & Hartford Road at South Quincy, from which point, between ninety to one hundred firms ship finished monumental work and rough stock, which amounted in 1905 to 55,708,565 pounds, in 1906 to 66,046,834, showing the increase of 1906 of 11,338,269 pounds, and other years will show a corresponding increase, yet the shipping facilities are as shown in illustrations given herewith.

We believe in the past there has been another boom derrick, and if we recall right, it was even smaller and

with less lifting capacity than the one shown in our illustration. The place where this derrick formerly stood has been entirely cleared away and stands ready to receive the framework of a traveling derrick, with a siding that will easily accommodate six cars, when the officials of the New York, New Haven & Hartford Road are forced to take this matter up, and we believe from present indications that this will become necessary. The local Granite Manufacturers' Association are

vainly pushing the matter through the railroad commissioners. We believe that some attempt has been made to handle the matter through this source before; that promises were made that the derrick would be erected. This was previous to Decoration Day. It was understood that the derrick had been ordered from a certain well-known firm. The writer has interviewed this firm, and they state as follows: "that they delivered plans and specifications, and the official to whom they were delivered did not even read

the specifications or look at the plans, stating that nothing would be done at present." This was over six months ago, and it is plainly evident that the official meant what he said, for certainly nothing has been done.

The president of the Granite Manufacturers' Association wrote the board of railroad commissioners October 5, outlining the present condition of affairs, stating in part as follows: "The conditions were never worse than now. They give scarcely any cars to keep the little antiquated derricks busy. For instance, yesterday (October 4), there

were thirty cars of granite piled up under the derrick and there were only two cars to load it, and the day before there were only four." James F. Jackson, chairman of the board of railroad commissioners, answered in part as follows: "In an interview to-day [meaning October 7] with the vice-president of the New York, New Haven & Hartford Railroad, it was admitted that the work promised should have been done long ago. That there had been some discussion



TWO LOADS A DAY WHERE SIX WOULD BE A FAIR DAY'S WORK.

among those who had charge which had delayed the work, and it is believed that prompt action will be taken to make the promise good."

We illustrate herewith views taken at the siding of the New York, New Haven & Hartford Railroad, at South Quincy.

There have been any number of complaints regarding the delays in the shipment of granite monumental work at Quincy Adams, which includes, of course, rough stock, which, as near as we can determine, is



IT TOOK THREE HOURS TO UNLOAD
THIS STONE AND THE LOAD
TEAMS WAITED.

on account of the railroad not providing facilities for handling shipments of granite work. The entire equipment at the present time provided by this company is the derrick shown in the illustration, which handles without doubt two-thirds of the work shipped from this location, but there occasionally comes along a large shipment in the way of a shaft job, or something of that order, either an inward or an outward shipment, which it is necessary to drag from or on to the car, and with the use of rollers finally land it either on the platform or on the team. At the time these photographs were taken, there was backed underneath the derrick three cars loaded with rough stock, one car carrying the large piece of granite shown in the illustration. We first arrived at ten o'clock A.M. The car had just backed underneath the derrick. We came back at about ten minutes to twelve, and the granite was just being swung on to the waiting wagon. In the meantime all the loaded teams shown in the illustration were held up. The drivers of the teams inform us that they do not average over two loads a day, where, with a reasonable equipment and yard room, six loads would be possible. The power equipment used consists, in part, of a leaky boiler, which one manufacturer stated would not be allowed in any granite plant in the town. Just why the erecting of this derrick is being held up is a question which only the officers of the New York, New Haven & Hartford Road can answer. We feel practically sure that the derrick could have been in position by this time, as far as the manufacturers are concerned; at least the framework could have been constructed, upon which the derrick is to travel. The granite work shown upon the platform in our illustration consists of uncompleted carloads and other work which has been dumped because teams could not wait for their turn at the derrick.

We are making this explanation to show the retail dealers why their shipments of Quincy granite in many cases are delayed, and that it is not altogether the manufacturers' fault.

Editorials.

(Continued from page 12.)

have the same chance to secure a contract that your competitors have, and that a strict watch be kept upon the manufacturing department, to see that there is no undue expense there; that you are securing your rough stock at the same price your competitor is securing his; that you may be able to turn out your goods at a price that is as low as your competitor's. Do you think for one minute that you can sit still and have your business take care of itself, for it will not do it. Eternal vigilance is the price of success, whether we do it in keeping after customers on the road, or a careful watch on the manufacturing department, or the answering of correspondence promptly. One and all must have your individual attention, in case you wish to succeed. By all means do not forget the road end of it. Although you may have had customers for years that stay, these same customers will be tickled to death to see you. Plan to make a trip at least once a year, and in the end you will profit thereby.

Westerly, R. I.

A visit at this point shows the manufacturers fairly busy, although the past season has not been altogether satisfactory. Joseph Newall & Co. state that their quarry has never been in as good a position as at the present time. They have at least 5,000 cubic feet of stone immediately available. We noted in the shed a bottom base 14 x 9-6 feet, also the usual amount of fine carved work.

This firm is one of the best in the business. They have always taken pride in keeping up the quality of



NOTE THE PILE OF MONUMENTS WAITING TO
BE SHIPPED.

(See article on "Unappreciated Business," page 13)

monumental work and have turned out some of the best monuments erected in this country. We illustrate one of their latest.

The Smith Granite Company and the New England Granite Works are employing their usual number of men, and, as we state above, although they have not had a large amount of business during the past summer, it has averaged fairly well.

Although we did not see James Gmlay at the time of our visit, yet we understand that he is, as usual, operating his quarry to its full capacity.



The depressing financial conditions have not, as yet, had any effect upon the world of art as represented by sculpture; but commissions in sculpture are awarded a year and sometimes more in advance, so that the large number of portrait busts, statues, and bronze memorials occupying the public attention are no indication of just what is happening. Each individual sculptor, however, seems busy and appears cheerful when questioned on the subject of future prospects.

The New York Water Color Club sales will be the first real test of how willing people are just now to spend money on the "unnecessary" but "beautiful." This exhibition is always the first of the season, as it opens November 2.

One thing is certain, the National Sculpture Society will not hold an exhibition this winter in New York City, although every effort was made last spring to make some satisfactory arrangement. The members insist that the New York public does not support the exhibitions sufficiently to warrant the taking of Madison Square Garden, the only available building of a size to exhibit the sculpture properly.

It was no doubt the memory of the last large show, that, after a month, left the members \$4,500 in debt, which caused the latest effort to be voted down.

Proposals have been made to art commissions in several of the large cities, and there is a possibility the exhibition may go to Baltimore.

The Art Students' League pamphlet for the coming thirty-third year of the organization announces \$500 in prizes, given by Gutzon Borglum, ranging from \$25 to \$100, for the best students' work in the sculpture class; also, a \$75 and a \$25 prize, the gift of the late Augustus Saint-Gaudens.

The vice-president of the National Society of Craftsmen has been traveling abroad this past summer and comparing the conditions among handicraft workers in the various countries.

He does not think the movement is as strong or as financially successful in either England or France as it is in this country. It will be remembered that the exhibitions last winter in the club-rooms in the National Arts Club Building were remarkably successful in the matter of both exhibits and sales. Workers from all over the country contributed. This year the society promises a show some time in November that will astonish even its most ardent supporters.

It was entirely due to the affectionate interest and efforts of his old comrades who "fought mit Sigel" that the beautiful granite monument has been erected to his memory at Woodlawn.

General Franz Sigel was born in Germany in 1824 and died in New York in 1902.

His military career was distinguished both in the revolution in 1848 in Germany and our own Civil War.

The granite monument is eight feet high and six feet wide and of rough stone, in which an American flag has been cut with remarkable clearness.

A large bronze tablet with the name of General Sigel, the time and place of his birth and death, is on the front of the shaft.

Just how much the work of a sculptor or artist becomes the property of the individual who purchases it is a well-debated subject, and it is always very difficult to make the man with money understand that there are limits to the privileges it can give him, but every once in a while he is brought up rather short.

The readers of GRANITE, MARBLE AND BRONZE will remember a reproduction of James Kelly's bronze bas-relief, "Washington at Valley Forge," in this paper. The tablet was first presented to the West Side Young Men's Christian Association of New York by a citizen of the district and later removed and placed on the Sub-Treasury Building, while a duplicate took its place in the Young Men's Christian Association rooms.

This summer Mr. Kelly was horrified to discover a picture of the tablet decorating an advertising calendar with the compliments of its donor attached. It is needless to say a letter from Mr. Kelly's lawyer soon put an end to this scheme.

The McKinley Memorial Tablet, that Mr. Kelly has been working on this summer, is nearing completion, and will soon be ready to send to the foundry.

A duplicate of Paul Nocquet's "Effort" is to be presented to the Metropolitan Museum of New York.

This is the sculptor who lost his life in a balloon ascension over a year ago.

Mr. Gutzon Borglum has had entire charge of the young man's affairs since his death, and through him The Gorham Company has become sole agents in this for Nocquet's works, in which interest has increased rather than decreased, and a number of sales have been made.

A photograph of "Effort" will show what a really fine group it is. A large feeling for action and excellent modeling are characteristic of all Mr. Nocquet's groups.

It is to be regretted that he was never allowed to enjoy any of the appreciation during his life time that is now being given to his art.



The Production of Stone in 1906.

The stone produced in the United States may be classified broadly as granite, sandstone, limestone, and marble—names that are commercially convenient but by no means scientifically exact, especially as regards the rocks known as granites. Commercial granite includes gneiss, galbro, diabase, andesite, syenite, and other rocks. Sandstone includes quartzites. On the other hand, certain fine-grained sandstones are known to the trade as "bluestone," and some Ken-

Limestone	\$27,320,243
Granite	18,569,705
Marble	7,582,938
Sandstone	7,147,439
Trap rock	3,736,571
Bluestone	2,021,898

Almost all the producers, especially the small quarymen, state that the cost of production was greater in 1906 because of the increase in the cost of supplies and in the rates of wages, especially for common laborers. The increased use of cement and concrete has also had an important effect on the stone industry.

Pennsylvania, producing chiefly limestone and sandstone, but also granite and marble, reported the greatest value of stone output for the entire United States, which was 13.27 per cent of the total; Vermont, producing granite, marble, and a small quantity of limestone, was second, with 11.34 per cent of the total;



Paul Nocquet, Sculptor

EFFORT. (See "Studio News.")

tucky sandstones are marketed as "freestone." The term "trap rock" is used commercially to denote certain diabases and basalts quarried in the Northern Atlantic States and in California, and the production of this granitic rock forms an industry so important that its value is shown separately in the United States Geological Survey's report on the production of stone in 1906, an advance chapter just published from "Mineral Resources of the United States, Calendar Year 1906."

The total value of the stone product of the country in 1906 was \$66,378,794, an increase of \$2,572,046 over that of 1905, and an increase of \$424,356 over that of 1896. The value of the granite, trap rock, marble, bluestone, and limestone increased, while the value of the sandstone decreased. The figures are:

New York, producing sandstone, limestone, granite, and marble, ranked third; Ohio, producing limestone and sandstone, was fourth; Massachusetts, producing granite, marble, sandstone, and limestone, was fifth; Indiana was sixth, followed by Illinois, Maine, California, and Missouri, each producing stone valued at over \$2,000,000.

Massachusetts, exceptionally, ranked first among the granite-producing States in 1905, its great increase being due to large contracts for stone for the new Pennsylvania railroad station in New York City. Pennsylvania led in sandstone and limestone. In marble Vermont led, and was followed by Georgia and Tennessee.

Considered as to uses, the stone produced may be

(Continued on page 37)



W. A. COOPER, President.

The North Carolina Retail Monument Dealers' Association.

Quite a goodly number of retail marble and granite dealers met in Raleigh, N. C., October 18, pursuant to a call sent out a short time before. Each, upon his arrival in the city, wended his way to Cooper Brothers' plant, where they were given a warm welcome by the Cooper boys. The meetings were held in the mayor's office. After the enrollment of those present, the reading of the call, etc., a permanent organization was perfected.

In a neat little speech the veteran dealer of North Carolina presented as the only candidate to be considered, as to him was due the credit of this organization, Mr. W. A. Cooper of Raleigh as president. He was unanimously elected, as were the other officers: Joe K. Willis of New Bern, vice-president; J. E. Eford of Monroe, secretary; J. T. Troutman of Wadesboro, treasurer.

T. J. Rabe of Salisbury, J. T. Troutman, and J. K. Willis were elected as the Executive Committee, as also the Committee on Constitution and By-Laws. Fred G. Barbee of High Point, B. E. Dail of Kinston and T. J. Rabe were appointed as Grievance Committee.

A constitution and by-laws very similar to that adopted by other states was adopted. The matter of joining the National Retailers' Association was then discussed. The president presented his views on the matter, stating that he thought that the National Association should be composed of a delegated body, representing the various state associations rather than be composed of individual dealers or corporations. All the members of the association were of this opinion. Mr. McNulty stated that he was quite sure that at the last meeting of the National Association such a change was made in the constitution as to make the body as was stated by Mr. Cooper. This being true, a motion was adopted that application be made to the National Retail Monument Dealers' Association for a charter and for membership therein.

A number of letters were read from dealers from

various parts of the state, expressing their regrets at not being able to attend, but desired membership in the State Association. All of these were elected and enrolled as members. The secretary was instructed to notify them of this action and to address a letter of invitation to other dealers to join.

There being no former organization, no program had been prepared, but every helpful discussion was engaged in, sometimes informally and sometimes in a speech. Some problem would be presented by a dealer, who, perhaps, thinking he was the only one who had such to contend with, would be surprised to find every one present had been confronted with the same. Some had solved it and in a helpful way would tell of his experiences.

President Cooper made an impromptu address on the many advantages to the dealers in coming together as was being done, and heartily cooperating for their mutual good, to know the other fellow and to find that he is a first-rate fellow after all, and has a family to support, and, instead of him sneaking around, as you suppose, and in an underhanded way securing orders that you were working for, you find, perhaps, for a good reason, that he was more entitled to the contract than you were, and since you have found it out you are glad that he got it. When there is competition, let it be with the best of feeling between the competitors, and, instead of the lowest price (which very often means loss to the contractor) deciding who shall secure it, let merit of design or workmanship decide the matter. Cultivate the friendship of the other fellow. There are two dealers here who live in adjoining towns and have been in competition for years — not always with the best of feeling — did not know each other even by sight, since coming here to-day are in best humor with each other, laughing over past experiences and profiting thereby, and going around arm in arm cultivating the friendship each of the other. This friendship will make us handle

our workmen to better advantage. One may be pushed with orders and will help the other fellow by giving employment to his regular hands for a short while, when times are dull with him, and vice versa, always with the full consent and knowledge of the dealer who has the men employed.

Who is it that has not suffered from bad or insufficient boxing—often having to change a design, or do an extra amount of work to shape a piece of marble that was badly boxed and exposed to the frightful ravages of the truck men? Who has not received granite finished ready to set up with whole polished surfaces exposed and scratched or entirely out of box with corners knocked off? All that puts you to a lot of extra expense, and when you protest you are put down as a kicker. If a protest goes up from fifty men who have had similar experiences it will be heard and more likely be heeded. I desire to say in regard to some of the wholesalers, that when we make special

The McKinley Monument, Buffalo, N. Y.

We illustrate the McKinley monument, recently erected and dedicated at Buffalo, N. Y. The base is about 98 feet in diameter, and the monument stands about 98 feet high, cost about \$115,000. The entire work, including the carving, was done at the plant of George W. Maltby & Sons, Buffalo, N. Y. The marble was quarried at West and Centre Rutland, Vt., from quarries owned by the Vermont Marble Company. The blocks from which the lions were carved weighed about twenty-five tons each, but about five tons of the rough was taken off before they were lifted from the quarry. The sculptor who made the models, and who had charge of the carving of the lions, was A. Plummer Proctor, Belford, N. Y. The completed lions, of which there are four, one at each corner of the monument, measure about 11 feet 4 inches long, 4 feet 6 inches wide, and 4 feet 10 inches high.



McKINLEY MONUMENT, BUFFALO, N. Y.

request for particular boxing or for tight boxing they gladly do it. We want to be reasonable and just in our requests and demands.

Who is it that has to compete with the wholesaler who retails? We can raise no objection to any man or men going into the retail business, but we do protest against the man who poses as a wholesaler, and at the same time retails—advertising to save to the customer "The Middle Man's Profits." This is unjust to the retailer and is a thrust at his business. Let the competition be fair and square. We also protest against the custom of some of the wholesalers in supplying some former agent or workman who has no shop nor abiding place with price-lists, designs and stock all lettered ready to set up, shipped direct to the customer. This custom is hurtful and demoralizing, as also is that of certain mills supplying certain dealers with inferior stock for monumental purposes with which to flood the country. This inferior monument can be furnished, finished and lettered for less than the legitimate dealer can get good stock for. This cer-

(Continued on page 31.)

Monument Erected to John D. Rockefeller.

A monument to John D. Rockefeller is being erected by E. G. Lee two miles south of Denton, Tex., where two much-traveled roads cross, notwithstanding the fact that it is unusual to thus honor a man before he has been gathered to his fathers.

"I know that monuments should be post-mortem," said Mr. Lee, to-day. "I know you cannot write epitaphs in the present time. But Andy Carnegie and Teddy Roosevelt have set the example; only Andy is working up, building libraries, and Teddy is working down, digging pits.

"I consider John D. Rockefeller the greatest man in the world," Mr. Lee continued, with emphasis. "I am trying to induce him to come here and live, where he won't be hunted and persecuted. I want him to run on the Democratic ticket for President next time; he would be elected. You see the pedestal is nearly completed; it symbolizes Mr. Rockefeller's natural strength, breadth, and depth. I have ordered the statue itself from a bronze-casting firm in New York

City. No, I will not tell you which firm, because, like Mr. Rockefeller, I shun publicity. I am spending \$15,000 on the statue and pedestal. I expect Mr. Rockefeller and his kin to be here for the unveiling, which may be next November, and, if not then, in the early spring. He has assured me that nothing except business can keep him away. So I am very hopeful he will be here, for he testified the other day, you will remember, that he has not been attending to business for some years. Anyhow, whether or not he is here, the monument will be unveiled."

Despite the difficulty in wording epitaphs in past or present, Mr. Lee has quite a large collection from which he expects to make a selection.

In letters of bronze there may be on one face of the pedestal:

"He never cared for money for money's sake."

Stone Quarries in Turkey.

Modern Cutting and Handling Apparatus Is Needed.

Consul E. L. Harris, writing from Smyrna, gives the following information concerning the working of the valuable stone deposits of Asia and the need of modern equipment for developing them:

An inquiry has lately been made to this consulate by a local quarry owner regarding stone-cutting machinery. The man in question owns a quarry of greenstone which is extensively used for facing house fronts. The stone is at present cut entirely by hand, which entails considerable delay and expense, despite the cheapness of native labor. It is the owner's intention to fit his quarry with stone-cutting machinery, provided it can be shown to him that by such means he can increase his output while reducing the cost of production.



A. P. Fracker, Sr.

ONE OF THE LIONS AT THE BASE OF THE MCKINLEY MONUMENT, BUFFALO, N. Y.

* On another face the following:

"Christopher Columbus discovered the country.

"George Washington liberated the country.

"Abraham Lincoln united the country.

"John D. Rockefeller illumined the country."

And on a third face:

"Millions burn oil; he burned money for the sake of charity and learning."

The statue will stand on the top of a mass of rocks piled sixty feet high; the circumference of the base of the mass is one hundred feet.



GOVERNEUR, N. Y.—The Gouverneur Marble Co. has been awarded a contract for the marble to be used in the construction of the Polish Catholic Church in Syracuse, the contract price is nearly \$70,000.

There are many quarries in this consular district, but none yet which are fitted with machinery. The demand for stone is very large, owing to the fact that the greater part of the public and private buildings in this city are built of stone and faced with cut stone. All principal thoroughfares are paved with flagstones, which are gradually displacing the old cobbles in the less important streets. These flagstones were originally imported, but they are now obtained from quarries in the immediate vicinity of Smyrna.

There is no doubt that the country was once very rich in stone and marble quarries. The colossal ruins at Ephesus, Priene, Miletus, Aphrodesia, Tralles, Laodicea, Hierapolis, and Pergamos, not to mention less important or too distant ruins, all testify to this wealth. In fact, I was assured by a local archaeologist of repute that the marble quarries which supplied the



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in air compression, without the high first cost of a Corliss cross compound plant, is secured by the SULLIVAN STRAIGHT LINE TWO-STAGE AIR COMPRESSOR, with TANDEM COMPOUND STEAM CYLINDERS. These cylinders are both equipped with full Corliss steam valve gear, insuring a steam consumption equal to that of the best class of cross compound engines. Capacities—900 to 2500 feet per minute.

Bulletin 55-D

ROCK DRILLS

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CHICAGO, ILL.

New York
Pittsburg
Paris, France
St. Louis

San Francisco
Salt Lake
Spokane

material for the famous Temple of Diana of the Ephesians have been rediscovered, and while it has not been ascertained how far they are exhausted, the quality of the marble appears to be of the best. To my knowledge, none of the old quarries are at present worked. Marble in large quantities is now imported from Greece, Italy, and the Marmora Island.

I believe that there is a future in Asia Minor for quarries and for stone-cutting machinery. This future would undoubtedly be brought nearer if a first plant could be installed to prove that the business can be made a profitable one. Manufacturers of appliances in question would do well to supply the Smyrna consulate with information and catalogues which could be brought to the notice of interested parties.

them came from Normandy, and their swarthy complexion and slow speech proclaim their foreign origin.

The hills behind beautiful Swanage are scored with hundreds of little quarries and their attendant piles of rubbish, and all day long the "chip, chip, chip" of their tireless workers can be heard far and wide. Rough roads and uneven cart tracks cross the town in every direction, and as evening comes on they are thronged with groups of quarrymen returning to their stone cottages, which are to be met with in the least likely places, or which form isolated hamlets here and there. The biggest of the quarry villages around Swanage are Langton, Matravers and Worth Matravers, the latter on the breezy uplands close to St. Alban's Head. To those used to the big open quarries owned by large firms these little Purbeck workings seem very strange. Two or three men own and work a quarry according to ancient custom, by which no stranger is allowed to enter partnership with natives, and all workers must have served their seven years' apprenticeship.

A narrow sloping shaft is driven some thirty feet to one hundred feet into the hillside, from which a tunnel is bored directly into the seam of stone. This tunnel is narrow and damp, and the stone has to be hewn out by hand, the work being long and arduous, for, of course, no blasting is permissible. The bottom of the sloping shaft is paved with stone slabs, and the rough-hewn rock is levered on to low trucks

English Marble Quarries by the Seaside.

Although the Isle of Purbeck is not, strictly speaking, an island, the wide-stretching Dorset heaths and the range of hills which run from Worbarrow Bay to Handfast Point so isolate it that it is not surprising its inhabitants possess characteristics of their own even to this day. It is from these hills that the famous Purbeck marble comes, and the men who quarry it are almost a race apart, says the London *Globe*. Many years ago, it is said, a large number of

which are hauled up the slide by means of a chain and winch. This is in the form of a rough wooden horse whim, such as may sometimes be seen working chaff cutting machines in farmyards. A few of the little quarries possess a donkey, whose duty it is to haul up the stone, or one donkey may do the work of two or three of these little syndicates.

Each quarry is usually surrounded by a low wall of piled-up stones, an opening being left at one place to serve as an entrance. When the men are away a pole will often be put across this entrance as a sign that it is closed for the day. Roughly built sheds and shelters of slabs of stone, in which the workers shape the blocks, are constructed against the inside of this wall. Here may be seen the large flat slabs which afterward form the pavement of towns. In one corner of the enclosure is the sloping shaft overgrown with briar, bracken and wild flowers; in the slabs which form the sloping slide up which the little trucks of stone are drawn, deep, rusty colored channels are worn by the chain.

Southward and westward along the coast between Peveril Point, Swanage, and St. Alban's Head are old quarries cut in the face of the cliff, in some places only a few feet above high water mark. The well-known Tilly Whim Caves, one of the show places of the Swanage, once formed a quarry. The owner, who gave his name to the place, worked the quarry against the advice of experienced men who said it would be found valueless. But that was long ago, for now the rubbish has been cleared away, stone seats scattered about and elevating texts cut in the rock for the mental improvement of the holiday maker. Close at hand are other quarries no longer worked, but which bear unmistakable signs of their origin; slabs of stone are lying about surrounded by piles of chips and other rubbish, while a rusty tool may sometimes be found by the searcher.

In olden times the rules of the guild of stoneworkers were very strict. No one was allowed to marry outside of their order, and no quarryman from other parts of the country was permitted to work among them. But nowadays many of the customs of the Company of Marblers and Stone Cutters of the Isle of Purbeck have lapsed. However, the industry is still carried on under by-laws and regulations issued by the two wardens and stewards elected by the men every year. These officers see that the rules are carried out and inflict penalties for any infringement of them, but the accused may appeal to an open meeting of all the quarrymen.

Every Shrove Tuesday the Purbeck Miners' Guild meets at Corfe, when general business is transacted and those desirous of becoming apprentices must produce satisfactory evidence of their parentage. He who desires to enter the trade brings to the warden presiding at the meeting a small loaf in one hand and a bottle of beer in the other, together with the prescribed fee of 6s. 8d. He then signs allegiance to the company, and is declared a freeman, which entitles him to become an apprentice. At the end of his seven years he is admitted to all privileges of the guild. Under certain conditions the wives of freemen can



Figuring It Out

"Vacation's over — time to get to work." We're all ready for **FALL BUSINESS**. If YOU are looking for the firm that can make **PROMPT SHIPMENTS** "WE are the people." We have a large stock of Rough Stone on hand and can finish and ship in **THIRTY DAYS** when required. When "figuring out" as to where to get

THE BEST MONUMENTAL WORK

"get in touch" with us.

Yours for satisfaction,

KAVANAGH BROS. CO.

QUINCY ADAMS, MASS.

become members, which enables them to work their husbands' quarries should they become widows.

In earlier times the test of parentage was very severe, the men of Purbeck being very anxious to keep out any outsiders. Even to this day many of the rules are very strict on this point, no one being allowed to enter into partnership with any but a freeman

Tower of Labor Designed by Auguste Rodin.

A great monument intended to be a permanent expression of the age we live in has been designed by the famous French sculptor, Auguste Rodin, and a committee, headed by Armand Dayot, has been



CUT BY JOSEPH NEWALL & CO., WESTERLY, R.I.

under penalty of a fine of five pounds. Unfair competition and price cutting among the members is also disallowed, and honest trading is enforced as far as practicable. Once a year a pound of pepper and a football are presented to the lords of the manor of Owre, on Poole Harbor, in order to preserve the right of way to the quay there, at which much of the Purbeck stone and marble is shipped.

formed with a view to putting M. Rodin's project into execution, says a special cable dispatch from Paris to the *New York Times*. An appeal for funds will be issued both in Europe and America, in the belief that all progressive nations will contribute to honor labor and creative thought and leave a memorial of the present age as one of work.

Rodin's design is for a lofty tower, which he calls

the Tower of Labor. He designs it to be about two hundred feet in height, with a central shaft surrounded by a spiral staircase supported by eight pillars. At either side of the main doorway is a gigantic figure, one representing Day, the other Night. The outer surface of the tower is to be plain, all decoration being reserved for the inner column. This is to be covered with bas-reliefs and statues representing all kinds of labor and human effort. Miners and divers are appropriately placed on the ground floor. On the top is a small pink marble temple with a gilded roof,

other country, because America possesses many men ready to place great wealth at the service of art. A solemn glorification of work ought to strike the imagination of a country which gives us such wonderful examples of industry.

"There is no reason why artists of all nations should not contribute statues and frescoes for the interior decoration, and so make the monument an international symphony in marble and bronze. The general plan alone would be mine.

"I may never see the tower, but at any rate I will



A MORE COMPREHENSIVE VIEW OF THE DIE OF THE MONUMENT
ILLUSTRATED ON OPPOSITE PAGE.

crowned by two winged figures symbolizing humanity freed from slavery. The tinted marble and gold are intended to suggest the perpetual sunrise of happiness on honest toil.

M. Rodin was asked recently whether he thought his conception likely to be carried out.

"Who knows?" he replied, shrugging his shoulders. "A great deal of money would be needed to realize it, and I fear there are very few people willing to open their purses for the sake of an artistic conception. Personally, I have more hope of America than of any

have the satisfaction derived from a fine idea, and that is worth all the rest."

Rodin said this in his Paris studio, near the Eiffel Tower. He had finished his day's work and was preparing to return to his home in Meudon. He was asked if he never took a vacation.

"I work," he replied, "until I feel too tired to do my best. Then I go away for a few days' rest without making plans in advance. I hate to be far from my studio and always return feeling that life can offer no greater satisfaction than work."



Business in Quincy at the present time is not as good as the manufacturers believe that it should be for this season of the year. Some of the manufacturers seen report that they are fully as busy now as at any time this year. On the other hand, there are a considerable number who report that business has slackened off considerably during the past few weeks. They attribute the falling off to the high cost of all the necessities of life, believing that would-be purchasers of memorials are waiting to see what the winter will bring forth. While almost everything one uses to-day has advanced in price, it is a notable and lamentable fact that prices for memorials do not increase at a corresponding rate.

During the past few weeks there have been many inquiries in regard to prices which are readily obtained, but the inquirers do not seem inclined to place their orders. However, the manufacturers as a rule report considerable work on hand, and there will be no necessity to reduce help for some time to come. In fact, the majority of manufacturers have enough work on hand to carry them through the winter months.

Some few early spring orders have been booked, but not a great many up to the present time, as most of the orders call for fall delivery.

A voluntary petition in bankruptcy was filed October 16 in the United States district court by Charles A. Swingle & Co. The total liabilities are given as \$42,926 and the assets as \$25,500, which include machinery and tools, valued at \$10,000; real estate, \$8,000; debts, \$3,000; stock in trade, \$2,500. There are many rumors as to the outcome, but the general opinion is that in the end the plant will pass into the control of J. S. Swingle. The latter gentleman now has one of the best dark quarries in the city, as well as one of the best medium quarries, and as he is a man of well-known business ability he could readily add a well-equipped cutting plant to his business.

The improvements at his quarry in the way of new and powerful derricks, power plant, and other improvements, which have been noted from time to time in these columns, are well along toward completion. In fact, they can be said to be practically completed, for with a hustling, up-to-date business man there is something in the way of improvements under way all the time.

J. F. Desmond had nothing particular to report this month when your correspondent called. He said, however, that he was holding his own and had a fair amount of work on hand of the medium-sized kind. Business he called a little dull for the season.

Joseph Walker of the Aberdeen Granite Works reports that he is busy and has a good supply of orders

on hand. He is shipping this month a carload of finished Quincy memorials to Washington. Practically all of it is polished work. Among his new work is a Barre, Vt., cottage monument, consisting of two bases, die, and cap, all fine hammered finish.

Joss Bros. Co. have a large amount of work on hand, largely of Westerly granite. They are of the sarcophagus design and call for considerable carving. One of their new Westerly jobs is a large boulder that weighs over nine tons in the rough. In size it is about 7 x 3 x 7. On the face in a raised belt is the family name, with a spray of oak leaves running up the side and across the top.

The Columbia Granite Company had nothing new to report this month. They have about the usual run of work on hand, most of the jobs being of medium size. They are, however, getting out some handsome work.

Alexander Falconer & Co. report that they are particularly busy at their quarry and have all they can



POWER PLANT AT THE QUARRY OF FALCONER & CO., QUINCY.

handle at the present time. Mr. Falconer says that while monumental orders have fallen off some, he thinks that business will look up again soon.

Work on the improvements at the plant of Prout Bros. is progressing rapidly and is beginning to make a showing. The new polishing mill is well along toward completion and will be in operation at an early date. The frame of the traveling derrick is in place, and the machinery on the ground ready for installation. They have considerable work on hand in the monumental line.

Hughes & Johnson say that while other firms may complain of business being quiet it is not so with them, for they have a large amount of work on hand at the present time, and that they are rushed to get it out on time. They have some handsome work among their orders, among which is a boulder job worthy of note. It consists of a rock-faced base, 7-6 x 4 x 1-8, on which rests a die that weighs something like seven tons. It is to be finished rock face with panels on the front and sides for the inscriptions, the panels being raised. The dimensions of the die are 6-6 x 2-6 x 4-4.

McDonnell Bros. continue to be about as busy as usual, having a good run of work on hand. Although they have a large number of orders, they have nothing



"GRANITE, MARBLE AND BRONZE," NOVEMBER, 1907

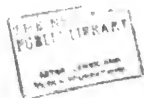
		PRICE.
Die.	3-10x1-4x1-0	Harle Granite C R E
Base.	4-6x2-0x1-4	Concord Granite C A E
		Westerly Granite C T E





"GRANITE, MARBLE AND BRONZE," NOVEMBER, 1907.

B.B.	8-1x5-6x1-2
SECOND BASE	6-2x3-3x1-64
DIE	5-6x2-3x2-5
CAP	5-9x3-0x0-64



that calls for particular mention, although some of it is to be all polished, and will be very handsome when completed and set up.

Clark & Pearce have a good run of work on hand at the present time and have not as yet begun to feel the falling off in business that some firms report. Among the new work in their yard are several sarcophagus jobs whose bases average 6 x 4, and from that down.

A. M. Dean & Co. report that business with them is fairly good, although it has begun to get a little quiet. They have plenty of work on hand at the present time, although they have nothing that they call out of the ordinary run, and therefore do not care to make special mention of any of it.

Milne & Hector have a good run of work on hand, and their yard is filled up with finished work about ready to be shipped. One of their jobs upon which they are at work is a square dark Quincy stock job, consisting of three pieces. The bottom base is 5-6 x 5-6, and the die, which is all-polished, is 4-4 x 4-4. When set up it will make a very handsome job.

Forbes Craig Co. have about the usual run of work on hand, so that they are busy and have noticed no falling off in orders. They have nothing very special on hand, but a good ordinary run of work which will keep them busy for some months yet. About all of their fall work has been shipped, although, in common with other granite firms, they have been bothered with the shipping facilities at Quincy Adams.

The Quincy Column Turning Company had nothing special to report other than to say that they had considerable turning work on hand and that they anticipated no let up in their particular line.

During the heavy wind storm of October 8 the stone sheds of Bishop & LeCount at South Quincy were blown down, and considerable damage was done to the partly finished monuments. The sheds were lifted bodily from their foundation and thrown to one side and smashed.

The Merrymount Granite Company report new business as being a little quiet, although they have enough work to keep their force of men at work. They report that they are particularly busy at their quarry.

McGilvray & Jones have a considerable lot of good-sized work on hand at the present time, although they have nothing of which they cared to make special mention. They have some large jobs under way in their yards about ready for shipment. The all-polished pedestal for the McKinley monument, to be erected at Buffalo, N. Y., is well on its way toward completion. It is a very handsome piece of work.

Smith & Gelotte report that business, which was a little quiet with them early in the month, has begun to pick up again, and that they now have considerable work on hand. One of the recent jobs cut by them is a handsome memorial to be erected in New York to

the memory of Rev. Rufus W. Frost. The memorial is in the shape of a rough boulder with fine hammered panels on the face and side. On one of these there is a quotation from the Bible and on the other the inscription. On the front are raised fancy letters surrounded by a vine of ivy leaves in the name. It is a very handsome job.

George Ruxton has several very handsome jobs at his yard all boxed ready for shipment to their destination. They are mostly of the sarcophagus design and are a credit to any firm.

Kavanagh Bros. Co. are, as usual, very busy, having booked a large number of orders for memorials of various designs. One of these is an odd shaped job and resembles a double tablet more than anything else. The base is 10 x 2-0, on which rests a double tablet, on the face of which are the inscriptions. On the center



Paris Salom, 1900.

SYMPLIE.

post between the two tablets there is some fine carved work. He is also cutting a very handsome Celtic cross job, which stands eighteen feet high. There are three bases to the job, and the length across the arms is five feet. It is to be elaborately carved. He also has a number of other jobs that call for some fine carving.

W. T. Spargo has recently booked a soldiers' monument job for Maine parties. The bottom base is 8 x 8, and there are three bases and a die, the latter being 4 x 4 x 6 feet. The die is to be polished with raised letters on the panels. The whole is to be surmounted by a bronze figure representing a soldier at parade rest. He also reports having considerable work on hand that calls for Westerly granite.

D. E. Cameron reports that business with him is a little quiet at the present time, although he looks for an improvement very soon. At the present time he had nothing he cared to make special mention of.

Luther S. Anderson, manager of the Granite Railway Company, reports that business is holding its

H. J. M. JONES, Pres.
JOHN E. SMITH, Treas.

ANGUS A. SMITH, Vice-Pres.
JOHN G. McLEOD, Supt.

WELLS-LAMSON QUARRY COMPANY

(Successors to Wells & Lamson Co.'s Light Quarry Interest)

BARRE, VERMONT

**We solicit the patronage of all Dealers
requiring a fine-grained Barre Granite.
We are now equipping our quarry with
a large Derrick Hoist, etc., which will
enable us to fill orders promptly.**

CUTS OF OUR QUARRY WILL APPEAR LATER

"THE PROOF OF THE PUDDING IS IN THE EATING"

Car shortage has troubled you greatly for several months. Do away with that irritator by sending your orders to us. Don't take our statement for it but try us and see.

GREARSON-BECKETT CO.

WILLIAMSTOWN, VT.

own with his firm. They have a large amount of work on hand, especially at their cutting department, although their orders are all of the medium-size kind. At their quarries they are also busy getting out stock for their own work as well as to fill orders of other Quincy manufacturers.

Deacon Bros. have a large amount of work on hand at the present time and are working their polishing mill to its full capacity, in order to keep up with the procession of orders. In their cutting department they have a good run of work, but report that their orders are for the ordinary run of monuments and that they have nothing to call for a special mention.

James Thompson, of the firm of Thompson & Sons, who has been Quincy's chief executive for the past three years, has announced that he will not be a candidate for re-election at the coming municipal election.

Birnie & Diack are hard at work upon a handsome sarcophagus monument of extra dark Quincy stock for Western parties, which they hope to ship in season for it to be set this fall. The bottom base is 8 x 6, and the job is to be all polished above the bottom base. They also have considerable other work of smaller sizes on hand, and say that business was never better with them than at the present time.

Returns from the two shipping terminals for the month of September show that the total amount of granite shipped from Quincy that month to have been 14,041,907 pounds as against 13,662,045 for the month of August. Of the amount shipped in September, 9,268,600 pounds was forwarded from West Quincy and the Quarry Railroad, and 4,773,307 pounds from Quincy Adams. This shows that the business is holding its own. If the facilities for shipment at Quincy Adams were better, there is no doubt but what the shipments would have been larger.

The North Carolina Retail Monument Dealers Association.

(Continued from page 18.)

tainly discourages the dealer, who, in turn, discourages the use of the marble which is such disastrous competition. It will certainly bring this stock into disrepute. This ought to be remedied in some way.

Some of you have stated that you have much trouble about proper classification of freight. Let us ask the Corporation Commission to so word their classification that any agent may understand what is meant. As it now reads they can lawfully charge you for Class "A" 6th, 4th, 2d, 1st, or double 1st. You may have a perfect understanding with your local agent, but when you go to another place they may give you all sorts of trouble. For in shipping, we box well, our goods are heavy, occupy little space, and yet we are charged extremely high rates.

Let us meet from time to time and discuss these matters freely, giving each other the benefit of our experiences. Let us help each other to do things, and do them in the best way. Let us lift our business to a higher standard—let it stand with the best, not a little back street affair, but one that commands the respect of the community, and let our personal life be such as to command respect. Lift up your business, carry out your contracts in full. Take no sharp turns or advantages of your customers. Let a high code of ethics exist between the dealers of the state. There is work enough for all, room for all.

I want to express my gratification at the attendance and the kind things said about me, and the good feeling existing between you all, and the harmony of thought and action.

We desire to thank A. M. Hunt & Co., of GRANITE, MARBLE AND BRONZE, for their kind assistance in getting us in touch with all the dealers of the state, and *Monumental News* for its coöperation. Also to Rock

Products for sending their representative, Mr. Bernard L. McNulty here to help us in the organization. He has been very helpful and we hope that he will return to our next meeting.

One of the pleasures of the occasion was having present Mr. Joe K. Willis, one of the oldest dealers (but one of the youngest men) in North Carolina. His wise counsel nearly always prevailed, his pert remarks were always timely, his rich experiences helpful.

All present expressed themselves greatly helped by their attendance.

The delegates were given an impromptu supper and smoker at Giersch's Café.

All returned full of enthusiasm for the future success of the North Carolina Retail Monument Dealers' Association.



It is very uncommon to find a manufacturer out of his cutting shed or office. But the week commencing October 20 is the open season for deer in Vermont, therefore it is not surprising that one should occasionally find a manufacturer absent from his duties, and, as a rule, where this is the case, we are informed that said manufacturer has hied himself away to some favorite location chasing the elusive deer.

Up to date (October 22) there has been no great slaughter reported by the manufacturers of deer or anything else. Several handsome specimens are shown in the local markets of Northfield, Montpelier, and Barre, and we assume that there will be more before the season closes.

Among those who state they have deer tied to a tree, in some favorite location, back in the country, and who have gone for the purpose of securing the deer, are Dennis Ryle of Ryle & McCormick Co., of Montpelier; Douglass Barclay of Barclay Bros., and Fred J. Davis of Davis Bros., of West Berlin. Fred killed a deer last year, and it is stated by one who knows that had there been several gatling guns at the Northfield Station, these would not have kept him out of the woods this year.

The Globe Granite Company have recently installed an Ingersoll-Rand air compressor which is capable of producing 236 cubic feet of air per minute, also a new Oldham surfacing machine, and in many other ways their plant has been thoroughly equipped. They have on their pay-roll at this time thirty-eight men.

Mills & Co., of Montpelier, Vt., report an excellent business during the past year. This concern makes a specialty of small polished work for which their plant is particularly adapted.

It would seem that the future price of Barre granite will increase during the year 1908. The present

bill expires in March, and we understand that the cutters have or will ask a minimum price of 40 cents an hour. Also the quarry owners, who meet on October 25, will increase the price on large sizes of rough stock, meaning roof stone for mausoleum, shafts, etc. Stories like these will serve as an indicator as to how the wind will blow the coming year.

Cross Bros., Northfield, Vt., report very good business during the past year. John Cross, who has been located in New York the past few years, is back in the Northfield office and will remain there for the present. George Cross will go on the road for the firm, taking the western territory. George has been in charge of the office for some time.

James Cross, who has charge of the shed, was recently married and had just returned home from his wedding tour on October 21.

Phillips & Slack, Northfield, Vt., have been employing in the vicinity of thirty men during the past summer, and reported the past season the best they have ever had. The plant is in excellent condition.

The plant of E. B. Ellis Granite Company, Northfield, Vt., is not a very lively place at this time, they having finished their contract for the Terminal Station at Washington, D.C., with the exception of six statues, which will be placed over the entrance. The subjects will be Agriculture, Imagination, Mechanics, Freedom, Electricity, and Fire, from models by St. Gaudens, and when completed will be 16 feet 9 inches high.

At the time of our visit they were cutting the statue of Agriculture, and the block, from which this statue was being cut, was 7-0 x 9-0 x 17-0, weighing in the vicinity of one hundred tons. This serves to illustrate the present condition of the quarry. Mr. Ellis said to the writer that he could secure all of the blocks for the above statues at once, if necessary.

This is the first time that a statue has been cut from Bethel granite, with the exception of one which we illustrate, which was done by a local carver in his leisure hours. The statue shown in our illustration is 2-10 high, and is an example of what can be done in carving this granite.

From information which comes to us from railroads and other sources we are led to believe that the granite business in Barre during the past eleven months has far exceeded the business of any previous year. There is no way of getting at the accurate figures, as we have stated above. Railroads will not give out information, and it is next to impossible to get at it otherwise.

We are also informed that the old "bugbear" of car shortage is still in evidence. During the past summer there has been a plentiful supply of cars, but there is a shortage being felt at the present time. There is one incident which attracted our attention that emphasized these statements, when we recently saw granite work being loaded in one of the Armour & Co. refrigerator cars. Possibly, the monumental work may have been so fine that it was necessary to put it on ice, but it is

Barre Pneumatic Tools
FOR GRANITE, MARBLE & BRONZE

SURFACER TOOTH CHISELS



Made of 1 1-2 inch sq. stock for large and 1 3-8 inch for small machines. Nothing but the very best of material used.

PRICES
FOR LARGE SURFACERS

\$1.25
EACH

FOR SMALL SURFACERS

\$1.00
EACH

Everything in the
line of small
tools for working
Granite

PROMPT SHIPMENTS FROM STOCK

Trow & Holden
BARRE, VERMONT

our impression that the car had been stolen for this purpose.

Just how to account for the shortage at this time is impossible to state, only in a general way, and that is, that the moving of the crop grain may have something to do with it.

Brault & Sargent, Montpelier, Vt., whom we noted in our October issue as having recently formed a co-partnership at the time of our last visit on October 17, had just turned on the power which was to operate their machinery. The plant is a modern one in every way, and they have plans for the future to add eighty feet to their plant, which will make one of the largest granite manufacturing plants in Montpelier.

They report a large number of orders to start on, and we predict for this firm a very brilliant future.

Smith, Whitcomb & Cook report sales of forty-five polishing wheels during the past year, which have been sent to all sections of the country.

One of their important contracts was a one hundred-ton derrick, built for E. L. Smith & Co., and erected on their quarry at Graniteville. They are now contemplating some improvements to their foundry, which will give them a very much increased capacity.

J. A. Martinson & Co. report a very good business during the past year, but are now getting caught up. Orders are coming in but slowly at this time.

E. L. Smith & Co. report a very busy season in the producing of rough stone. Their quarries are in excellent condition.

They, in common with others, report a shortage of cars for shipments. Showed the writer, where they had ordered nine cars on September 23, and they had ought to be delivered on October 17, but there were apparently no prospects.

In this connection the writer was in the office of a certain manufacturer, and he noticed that the proprietor's attention had been drawn to a car on the siding, opposite the office, which was being loaded, and evidently some very warm talk was going on between a man standing near and the workmen loading the car. The proprietor made the remark that, "By George, there is the car I stole, and the shifter is looking after it." He started to go out of the office to look after the shifter, when the writer suggested, "he was looking for trouble and it would come quick enough without looking for it." The last we saw of the aforesaid proprietor, he had a box of cigars in his hand and was making headway in the direction of the car shifter. Whether he gave him one cigar or the box we did not remain to see, but this serves to show the condition of the car end of the business at this time.

Wetmore & Morse Granite Co. recently quarried a roof stone for a vault, 30-9 x 9-2 x 1-0, and two roof stones, 28-0 x 7-9 x 1-4.

Mr. Wheaton, manager of the concern, states that the quarry is in excellent condition for the winter, and their past summer's business has far exceeded any previous business in the history of the concern.



Among The Retail Dealers

WILKES-BARRE, PA. — Miller & Laycock are erecting a new cutting plant and show room.

MILFORD, N. H. — Isaac H. Carleton has just passed his thirty-ninth anniversary of his connection with the retail monumental business at this point.

COLUMBUS, OHIO. — Brothers are pitted against brothers in a suit filed recently. In the action, Carl F. and Oscar H. Wege, doing business as the Wege Bros. Company, ask \$500 damages from the Charles Wege Marble & Tile Company. It is alleged the latter retains possession of 1,408 pieces of Columbian tile belonging to the former firm. Restitution of the property is asked in addition to the damages.

RICHMOND, OHIO. — H. L. Clark has sold his monumental works to Ernest Thompson and W. O. Williams of Mansfield.

CHARLOTTESVILLE, VA. — W. D. Duke dropped dead October 7 in the office at his marble works. Before locating here he was a traveling man.

MORGANTOWN, W. VA. — A corporation has been chartered here to be known as the Morgantown Granite and Marble Works. The authorized capital is \$10,000, and the president of the company is F. R. Stewart of Mannington.

ST. JOHN'S, MICH. — Fred F. Murdock, who has been conducting the marble and granite works for nearly twenty-five years, disposed of the business October 3 to R. C. Davies, Charles J. Sowle, and Roy Shulters.

Mr. Shulters has been connected with the enterprise for nearly seventeen years, and this long experience has made him a thoroughly competent marble cutter. He will continue to have charge of the mechanical department while Mr. Davies and Mr. Sowle will look after the business interests.

MARYVILLE, MO. — H. S. Purviance has sold his stock of monuments to John Ritze, who will conduct the business at the old stand. Mr. Ritze was formerly



THE TERMINAL STATION AT WASHINGTON, D. C., BUILT OF BETHEL, VT., GRANITE, AS IT APPEARED ON SEPTEMBER 13. IT HAS SINCE BEEN OPENED TO THE PUBLIC.

BOONE, IOWA. — W. J. Cadd has recently installed a pneumatic tool plant and polishing machine.

OSKALOOSA, IA. — J. E. Easter has moved to a new location. He is planning to increase his business.

SAN JOSE, CAL. — The plant of the Western Granite & Marble Company was destroyed by fire October 6. The loss is estimated at \$40,000, only a very small part of which is covered by insurance. The building occupied a space of about 55 by 275 feet, and was very tall and heavily beamed. Its value is stated at \$4,000. The greatest part of the loss is in the destruction of the machinery. The plant was equipped with traveling cranes, pneumatic tools, planes, etc., and the whole was driven by a powerful air compressor. The place also contained scores of tombstones and headstones and other polished surfaced marble. The heat of the fire destroyed the surface of marble and granite, causing it to crumble as if it were sandstone. Besides these losses the offices to the front of the building contained valuable plans and designs of marble work, which are considered irreplaceable.

with Boyer & Son. Mr. Purviance has not decided as to his future plans, but thinks some of buying a farm and becoming an agriculturist. Mr. Purviance has been in the marble business in Maryville for twelve years.

MECKLENBURG, N. C. — The Mecklenburg Marble and Granite Company has purchased the machinery of the Charlotte Marble and Granite Company, and have installed it in their plant. This company, under the management of Mr. E. C. Dewees, is rapidly pushing to the front, and since its organization in January, the demand for its product has grown to that extent, that it was found necessary to increase the capacity of the plant. The company employs eight men.

CENTREVILLE, PA. — Jacob N. Herman, a marble and granite dealer, died at his home October 3, aged 60 years.

NEW YORK CITY, N. Y. — The police are now engaged in looking for a number of men whose portraits in the Rogues' Gallery were picked out by Gustave Benisch, a monument manufacturer, of No. 840 Ja-

Specify KLONDIKE STOCK at all times
Blue White Westerly Granite
FROM THE FAMOUS KLONDIKE QUARRY
 OWNED AND OPERATED BY THE
GOURLAY GRANITE WORKS



THEO. R. HELB MAUSOLEUM, PROSPECT HILL CEMETERY, YORK, PA.

Cut from our BLUE WHITE WESTERLY GRANITE by The N. E. Granite Works, Westerly, R. I.

The most suitable stock for all kinds of monumental work quarried in Westerly or New England, and the only firm in Westerly that makes a specialty of rough stock for the trade. Wholesale prices to one and all, equal treatment to each customer.

In addition to our KLONDIKE stock, we furnish the old

WESTERLY BLUE STOCK WESTERLY PINK STOCK WESTERLY RED STOCK

AT WHOLESALE PRICES TO DEALERS

FOR PRICES APPLY
TO

GOURLAY GRANITE WORKS

WESTERLY,
RHODE ISLAND

maica Avenue, as the likenesses of swindlers who relieved him of nearly \$5,000 by means of a wire-tapping scheme.

CHARLESTON, W. VA. — Isaac Cut Stone Company, recently incorporated, will establish plant, making a specialty of monumental and cemetery work; D. R. Isaac, manager, and Geo. R. Isaac, secretary.

COLUMBUS, OHIO. — Suit was brought in the United States district court September 25 by Pisani Brothers of Long Island, N. Y., against the Charles Wege Marble and Tile Company, to collect \$2,404.04 on a promissory note.

RICE LAKE, WIS. — Nelson Brothers have purchased a lot of land, and will erect a marble and granite works.

MONTGOMERY, ALA. — Capital City Marble Company, organized by R. E. L. Majors, Algernon Blair, and others, to operate marble works; offices at 309 and 311 Dexter Avenue.

ALPENA, MICH. — The Alpena Marble and Granite Company is the name of a new concern recently incorporated. The new company takes over the monumental works of A. B. Crow, and will do a general marble, granite, and cut stone business.

A. B. Crow retains the controlling interest in the firm and will manage the business.

The capital stock of the company is \$10,000 with \$8,500 paid in, as follows: A. B. Crow, 700 shares; W. A. Prince, 100 shares; Geo. Lough, 50 shares.

GOSHEN, IND. — Ira H. Church of Elkhart, September 16, qualified as receiver for the Cook & Chester monument firm by filing a bond of \$2,000. The receivership action was filed by the Cooperative Granite Company, against C. P. Cook, surviving member of the firm of Cook & Chester. The receiver has been ordered to sell the assets upon four weeks' notice, at public sale, at not less than two-thirds the appraised value. The receiver is ordered to continue the business until the time of such sale.

CAMERON, MO. — G. W. Shan, who is conducting business under the name of the Cameron Marble Works, has recently installed a compressed air plant, and has also built an addition to his plant constructed of brick.

TOPEKA, KAN. — The Oklahoma Granite Company are talking of building a polishing and cutting plant at this place. They are now located at Granite, Okla.

CROOKSTON, MINN. — The Northwestern Marble Works have moved their plant to a location which gives them more room for their growing business.

TOLEDO, OHIO. — The Lloyd Bros. Company have been awarded the contract for erecting a shaft monument on the site of Fort Meigs. The base of the monument will be 30 x 30, shaft will be 6 x 6 at the butt. The cost will be about \$14,000.

NEVADA, IA. — Mrs. Sarah C. Mackey, sister to Wm. Smay, was instantly killed on September 23, by being run over by a passenger train.



AN ILLUSTRATION AS TO THE POSSIBILITIES OF BETHEL WHITE GRANITE.

(See item under Northfield, Vt., page 32.)

OSKALOOSA, IA. — F. W. McCall, one of the oldest monument dealers of this point, died October 6.

EVERGREEN PARK, ILL. — In a recent issue of our publication, we stated that the Chicago Granite Manufacturing Company, a corporation which had recently been formed, had absorbed the business formerly conducted by Gies & Zirkel. This was a mistake. Gies & Zirkel are stockholders in the Chicago Granite Manufacturing Company, and are still conducting their retail business as before, and will continue to do so.



Correspondence.

We have had many requests since our August issue as to the standing, financial and otherwise, of granite manufacturers; in fact, this correspondence is so large that we must absolutely request every dealer wishing the information to forward us a self-addressed and stamped envelope. There have been cases where the concerns inquired for are not known to us, although we pretend to know every manufacturer that is worth knowing. Some are tucked away in corners of sheds in back streets, so that we have been unable to find them upon our regular trips, and, therefore, obliged to go to some considerable expense and time in which to secure the information wanted. Any delay which we may make will be occasioned by our lack of information and our endeavor to secure it. We would also state that this information is for subscribers only.

Following are extracts from letters which we have received, showing the interest taken in this class of information:

"Would you advise me in regard to _____, whether or not they are reliable to deal with?" This is a letter dated at Williamsport, Pa.

Another letter from Indiana is as follows: "I am writing to take advantage of your offer in your last issue to give such information as a retailer might want in regard to manufacturers. I wish to inquire about _____ company. I have a contract with them which they say is being pushed along, and will be shipped on time, and as this is the first order we have placed with them, I do not know how they carry out their contracts. We have now an order to place, and their price is only a little more than we figured the job, and if they can execute the job in a reasonably short time, we want to send them the order. We will thank you for the information."

The following is also an extract from a letter from an Indiana dealer:

"We noted your recent editorial regarding the responsibility of manufacturers, and it looks to us as if your system would supply a long-felt want, if the retail dealers only knew enough to realize it, which they do not. We would be glad if you would give us information regarding _____. A number of years ago strong inducements were made us by a large Eastern concern to cooperate with them, the principal feature of said cooperation to consist of our sending them the bulk of our wholesale orders, to be cut at their large plant. Before entering into any definite arrangement with them we took the precaution of securing a special report, and we found that their capital consisted principally of the material used to distend toy balloons."

There was more in this letter along a similar line. All our correspondence in this connection proves a desire on the part of this retail dealer to do business not with the concern who figured the lowest, but who could get the work out on time, and cut according to contract. In fact, other letters which we have received give strong indication of the desire of the dealers writing not to do business with the cheapest, but with those who could carry out their contracts.

We are in receipt of the following letter from C. J.

Vincent & Son, Ottawa, Kan.: "Inquiries have been made of us on M. K. Ferguson. There is no such concern here in the monumental business. There was formerly a firm by the name of Ferguson & Nettleton. Ferguson sold out to Nettleton a number of years ago, and we bought out Nettleton in 1906. M. K. Ferguson is one of our salesmen on the road. We set up a \$600 dark Quincy granite sarcophagus monument last week for Charles A. Peterson, Princeton, Kan. Mr. Peterson willed \$2,000 to the cemetery, and the trustees are talking about putting up a monumental gate to his memory. We have a \$500 dark Quincy sarcophagus monument to erect this month for W. F. Swift, at Highland Cemetery. We have a number of good sized jobs to erect this summer. Business has been good with us this season, with good prospects for a fall trade."

The Production of Stone in 1906.

(Continued from page 16.)

divided into building, monumental, flag, curb, paving, and crushed stone, the largest value being represented by building stone (\$20,487,625), and the next largest (\$17,467,480) by crushed stone, which is used principally for railroad ballast, road making and concrete. The production of crushed stone for use in making concrete showed a great increase, and the wider use of cement concrete in buildings and pavements will doubtless cause a still larger demand for stone in this form. Limestone is the stone most used for this purpose. — *United States Geological Survey.*

Books, Pamphlets, Etc., Received.

From J. O. Bilodeau, East Barre, Vt., a catalogue containing 38 pages and 52 illustrations of monumental work, together with sizes and prices for same. It is intended for circulation among retail dealers, and no doubt will serve its purpose. This is one of the progressive concerns who believe in advertising, and in this way have built up an excellent business.

"Granites of Maine," by T. Nelson Dale, with illustrations by George Otis Smith, has been issued by United States Geological Survey.

Three months were spent by Mr. Dale in visiting the various granite quarries of Maine, and the result is a very comprehensive illustrated pamphlet, describing the granite products in this state. The granite quarries of Maine produce annually about \$3,000,000 worth.

Location of many of the quarries near the sea, as well as the character of that product, has made granite an important building material in the states of the Atlantic coast.

Granite is perhaps the most noted surface rock in Maine. Mountains and hills, in the interior from Mount Katahdin to many of the islands and headlands of the coast, exhibit slabs and cliffs of granite.

A number of interesting facts are brought out in this pamphlet of Maine granites, which can be had, upon application, at the United States Geological Survey at Washington, D. C.

Proposed Monuments &



Monumental News &

BRADFORD, PA. — It is proposed to erect a firemen's monument to cost \$3,000. The Fireman's Relief Association have the matter in charge.

Governor Stuart, October 9, appointed the following commission to erect a monument or memorial structure on the battlefield of Gettysburg, in memory of the volunteer soldiers from Pennsylvania, who participated in the Civil War, for which the recent legislature appropriated \$150,000.

General David McM. Gregg, Reading; General St. Clair A. Mulholland, and General Henry S. Huidekoper, Philadelphia; Colonel E. A. Irvin, Curwensville; Captain H. H. Cummings, Tidout; Captain E. L. Whittlesey, Erie; Charles F. McKenna, Pittsburg; J. C. Stineman, South Fork; Charles E. Quail, Auburn.

WEST CHESTER, PA. — The commissioners of Chester County have decided to pay the bill of Joseph M. Hinton, the architect, who prepared the plans for the proposed \$25,000 soldiers' monument. They will then employ another architect to draft new plans.

LANCASTER, N. H. — The full committee of the soldiers' and sailors' monument met recently and awarded the contract for the erection of the monument.

Bids were opened and were as follows: John H. Emerson & Co., Lancaster, \$3,835; C. E. Cummings & Son, Nashua, \$3,437; The Stevens Co., Manchester, \$3,895; Smalley, Hobbs & Hunter, Rochester, \$3,195.

The job was awarded to Messrs. Smalley, Hobbs & Hunter.

INDIANAPOLIS, IND. — The Indiana Vicksburg Military Park Commission has decided to erect a granite monument in honor of each Indiana brigade on the Vicksburg battlefield with a granite marker for each Indiana regiment. There were two brigades with four regiments each; one brigade with three regiments, and three brigades with two regiments each. In addition to these, there were seven regiments that were not classified in brigades.

The appropriation available for monuments is \$34,000. This will be apportioned among the various brigades and regiments. Each monument will bear the coat-of-arms of Indiana in bronze and the inscription, giving the name of the regiment. Other information will be cut in the stone. The commission

will visit the battlefield November 5. The members of the commission are Gen. George F. McGinnis, Capt. Harry C. Adams, Major M. M. Lacey, L. C. Moore, and John W. Sale.

BATAVIA, N. Y. — Plans are under way for the purpose of raising \$15,000 by taxation to build a monument. Rev. C. A. Johnson has the matter in charge.

HELENA, MONT. — A movement is afoot among the members of the Society of Montana Pioneers to erect in this city a monument to the memory of John N. Beidler, the hangman of the vigilantes, and who without warrant or written law, at least, swung a score or more men into eternity.



Paris Salon, 1906.

THE WOUNDED WARRIOR.

CHICAGO, ILL. — A bequest of \$10,000 to the Illinois Humane Society, one of \$40,000 to the South Park Board for the erection of a monument to a famous trotting horse, and a provision for the expenditure of \$250,000 for a family monument in Graceland Cemetery are contained in the will of Henry Graves, a Chicago pioneer. Mr. Graves died October 3.

WILKESBARRE, PA. — At the recent meeting of the three district executive boards of the United Mine Workers, with President John Mitchell, it was decided to erect a \$5,000 monument to the memory of the strikers who fell by the bullets of the Lattimer deputies. This monument is to be erected at Seton.

Eighty thousand dollars has been raised for the purpose of erecting a monument to the memory of Carl Schurz.





ILLUSTRATION OF FIRST AND ORIGINAL SCOTCH SHOT.

IT must be interesting for you to know that we sell more Scotch Shot in Barre and Montpelier, Vt., Quincy, Mass., and other large granite centers than all other importers in this country.

We handle exclusively Aberdeen Scotch Shot, which is the original and oldest Scotch Shot manufactured. Its quality is recognized as superior to all other shot made in Scotland, and it does not cost one cent more per bag than inferior material.

If you are not already acquainted with the House who guarantees the supply of the finest Granite and Marble Polishing Supplies, Granite and Marble Polishing Machinery, Pneumatic Tool Hose and Supplies and Granite Cutters' Tools that money and experience can produce, it will be an easy matter for you to become acquainted by sending for our handsome illustrated catalogue which explains and describes the quality of the goods we handle. It is free to all.

HARRISON SUPPLY COMPANY

NATHAN C. HARRISON, General Agent

5 and 7 DORCHESTER AVENUE EXTENSION, - BOSTON, MASS.

Remember, we sell only GUARANTEED goods.



RIO P. O., S. C. — J. C. Thorne, of the Winnsboro Granite Company, states that for the month of August they shipped 6,277,600 pounds of their so-called Winnsboro Blue Granite, and in July, 6,341,640 pounds.

FAIR HAVEN, Vt. — It is reported that the American Marble Company, a corporation recently formed, will build one of the largest marble mills in the country.

SPARTANBURG, S. C. — Southern Marble & Granite Co. recently incorporated by R. W. Dodgen, John W. Simpson, and Horace L. Bomar.

A dynamo in the compressed air power plant of the Webb Granite Company at Milford blew up September 29 and caused a fire which destroyed the plant. The loss is about \$8,000.

GRANITE, OKLA. — The New State Granite Company, with \$50,000 capital stock, recently incorporated. The directors are: C. C. Fox, Granite; R. J. Henelton, of Enreka, Ark.; R. G. Guirididge, of Granite; R. M. White, of Moline, Kansas.

Weskeag Granite Company, Augusta, Me., recently incorporated: granite, stone, etc.; capital, \$250,000. President, L. A. Ingalls; treasurer, C. K. Turner; clerk, C. L. Andrews, all of Augusta, Me.

FRYBURG, ME. — According to a report Boston capitalists are to back an enterprise for operating the granite quarry here on an extensive scale. About \$20,000 worth of modern machinery and equipment will be installed.

LOS ANGELES, CAL. — A deposit of marble has been discovered twenty-three miles northeast of Redlands, and will be developed.

HARRISONVILLE, MO. — W. L. Haines has recently completed a new fireproof shop and show-room, 24 x 66. He states that business is very good and prospects good.

HAMILTON, MO. — G. W. Moore has installed a pneumatic tool plant consisting of 15 horse-power gas

Have you realized profit enough last season to put a few dollars aside for a

TRAVELING CRANE

If not, isn't it because you don't handle your work economically, and wouldn't it pay you to do a little investigation along this line as well as on

CHAIN HOISTS. TROLLEYS, ETC.

J. G. SPEIDEL - Reading, Pa.



engine, 6x6 air compressor, and a W. A. Lane polishing machine. Our correspondent states he has one of the best plants that he has ever seen. He works from three to five men. Uses lots of marble; carries a very large stock of marble and granite.

LEXINGTON, Mo.—Mrs. A. W. Sandring has just installed a pneumatic tool plant, tools purchased from Trow & Holden, Barre, Vt.

A New Marble Mill.

Arrangements are being made by the American Marble Company for the construction of a new and commodious mill.

The mill, which is to be built of cement blocks with wood roof supported by steel girders, will consist of a machinery building, 40 feet by 80 feet, and a cutting shop, 90 feet by 26 feet.

The mill will be equipped with a crane having a capacity of five tons, rubbing bed, polishers, pneumatic tools, and such other machinery as is needed in the business that is a specialty of the firm, the manufacture of marble altars, the plan being to install all possible labor saving devices, so as to have a modern and up-to-date mill.

Concord, N. H.

John Swenson has been employing during the past summer about one hundred men. It is unnecessary to state that business has been good with him. Work consisted mostly of mausoleum and building work, for which their plant and quarry are particularly adapted. The quarry is an excellent one, and always kept in the best possible condition. The plant is modern in every way and practically new. Mr. Swenson has plans for the future, which, if carried out, will serve to more than double their output.

Omar Swenson, the eldest son, who has, for the last two years, been closely identified with the business, and whose education was so directed that he could be in a position to take care of the architectural end of the business, and a graduate of the Institute of Technology, Boston, was married on October 19.

Harrison & Duffy have a small, well-equipped plant, and have been in business at this location for some time. They are in an excellent position to handle monumental work.

La Pierre & Co. are near-by neighbors and have a plant of about equal size. Both of these plants are equipped with surfacing machines and air tools, and from a standpoint of knowledge can handle anything within reason.

Thomas Fox has been running over a gang of cutters during the past summer, and although we did not meet him personally upon our visit, yet we understand that business has been fairly good during the past summer. Mr. Fox has recently made some large investments in real estate.

Henneberry & Halligan have been very busy during the summer, but at the time of our visit were in a position to handle anything in the way of contracts which might come in their direction, whether to be cut from Milford or Penacook Lake granite, which is a fine white granite, suitable for carved work.

This firm is one of the oldest in the business, and can be depended upon for handling orders promptly and effectually.

Appraiser's Decision on Imported Marble Angel.

In a decision by Judge Waite, the board of United States general appraisers overruled September 19 a claim filed by Austin, Baldwin & Co., of New York, regarding the rate of duty to accrue on importations of angels carved in marble in bas-relief.

The articles were assessed for duty at the rate of fifty per cent under the tariff's provision for "manufacturers of marble," whereas the importers alleged that the duty should be at twenty per cent as "statuary." The board holds that there is nothing in the official record of the case to disturb the return made by the collector of customs.

Contract for Granite.


Where a building contract provides that "all granite must be equal to the samples which the contractor has submitted to the owner and must be satisfactory to the architect," that "payment will be made within thirty days after the granite has been delivered and accepted by the architect," and that all granite not satisfactory shall be removed, even though it may have actually been put into the building, an acceptance by the architect must be proved in order to entitle the person who

SOME LEADING GRANITE MANUFACTURERS

CONCORD, N. H. BARRE, VT. MONTPELIER, VT. NORTHFIELD, VT. HARDWICK, VT.

<p>CONCORD GRANITE ALF LARSON Successor to OLA ANDERSON CONCORD, N. H. Mausoleum Building and Monumental Work</p>	<p>LeClair & McNulty BARRE, VT. Barre Granite Monuments</p>	<p>PARRY & JONES BARRE, VERMONT Manufacturers of Monumental Work from Barre Granite</p>
<p>MARRION & O'LEARY BARRE, VT. MANUFACTURERS OF GRANITE MONUMENTS</p>	<p>MILLS & CO. Montpelier ... Vermont Manufacturers of Polished Granite Memorials</p>	<p>EVERSON & CO. RUTLAND, VT.</p>
<p>BARRE GRANITE BONAZZI & BONAZZI MONTPELIER, VT. MONUMENTAL WORK CARVING A SPECIALTY</p>	<p>H. J. BERTOLI MONTPELIER, VT. GRANITE STATUARY New Catalogue sent upon application</p>	<p>WHOLESALE DEALERS IN ALL KINDS OF FINISHED MARBLE FOR CEMETERIES</p>
<p>PHILLIPS & SLACK SUCCESSORS TO CANNON & SLACK CO. NORTHFIELD - VERMONT MANUFACTURERS BARRE GRANITE MONUMENTS</p>	<p>J. C. ADAMS, Cleveland, Ohio. Salesman for Ohio. J. A. MARTINSON BARRE, VT. Manufacturer of BARRE GRANITE MONUMENTS Squaring and Polishing for the Trade</p>	<p>MOORE BROS. BARRE, VT.</p>
<p>Ryle & McCormick Co. MONTPELIER, VT. Barre Granite Monuments</p>	<p>Dewey Column Cutting Works BARRE, VT. TURNED WORK IN ALL KINDS OF GRANITE</p>	<p>Barre Granite Monuments</p>
<p>Sweeney Bros. Granite Co. MONTPELIER, VT. Barre Granite Monuments Only the best stock used</p>	<p>McDONALD & BUCHAN BARRE, VT. Monumental and Turned Work</p>	<p>C. Bianchi & Son BARRE, VERMONT Monumental Work</p>
<p>A. Anderson & Sons BARRE, VT. MANUFACTURERS AND QUARRY OWNERS</p>	<p>DIES, BASES and CAPS SQUARED AND POLISHED FOR THE TRADE</p>	<p>Hammered, Carved, and Polished Work</p>
<p>Stevens & Denning BARRE, VT. BARRE GRANITE MONUMENTS</p>	<p>MUTCH & CALDER GRANITE CO. BARRE, VT. MANUFACTURERS OF Barre Monumental Work</p>	<p>STEPHEN & GERRARD BARRE, VT. Quarry Owners and Manufacturers Rough Stock and Finished Work</p>
<p>Beck & Beck BARRE - VT. Monumental Work from Barre Granite</p>	<p>James Sector & Co. BARRE, VT. MANUFACTURERS OF All that is good in Barre Monuments</p>	<p>Phillips Findlater & Co. BARRE, VT. High Grade Barre Granite Monuments</p>
<p>WM. BARCLAY DONALD HARDWICK, VT. MANUFACTURERS OF HARDWICK AND WOODBURY GRANITE MONUMENTS AND BUILDING WORK Pneumatic Tools and Surfacing Machines</p>	<p>CANTON BROS. BARRE, VT. Quarry Owners and Manufacturers MAUSOLEUMS and MONUMENTAL WORK Squaring and Polishing for the trade</p>	

Some Leading Granite Manufacturers . . Quincy, Mass.

<p>W. T. SPARGO SO. QUINCY - - MASS.</p> <p>MONUMENTS AND STATUARY FROM QUINCY.</p>  <p>WESTERLY AND ALL EASTERN GRANITES</p> <p><u>MY SPECIALTY</u> Red and Pink Westerly, R.I., Granite Rough Stock or Finished Work</p>	<p>Joss Bros. Co. Quincy, Mass.</p> <p>Quincy Granite Monuments</p> <p>Squaring and Polishing for the trade</p>	<p>DEACON BROS. QUINCY, MASS.</p> <p>We cut nothing but Extra Dark Quincy Granite Monuments</p> <p>MILNE & HECTOR QUINCY, MASS.</p> <p>Dark and Light Quincy Granite Monuments</p>
<p>- BIRNIE & DIACK Columbia Street - Quincy, Mass.</p> <p>QUINCY GRANITE MONUMENTS</p> <p>D. E. CAMERON QUINCY, MASS. MANUFACTURERS OF ALL KINDS OF QUINCY GRANITE MONUMENTS</p>  <p>Price given upon application</p>	 <p>J. S. SWINGLE, Quincy, Mass.</p> <p>The Extra Dark Man</p> <p>Owner and operator of Quincy Granite Quarries, producing the best grades of stock for all monumental purposes. Why not remember this if you want the best</p>	<p>PROUT BROTHERS QUINCY, MASS.</p> <p>QUINCY GRANITE MONUMENTS</p> <p>If you are in need of <u>Quincy</u> <u>Granite</u> <u>Monuments</u></p>  <p>Send to the Manufacturer JAMES F. DESMOND WEST QUINCY .. MASS.</p>
<p>For EXTRA DARK QUINCY GRANITE SEE ADVERTISEMENT OF GRANITE RAILWAY CO., PAGE 7</p>		
<p>CLARK & PEARCE Gilbert Street . . Quincy, Mass.</p> <p>QUINCY GRANITE MONUMENTS</p>	<p>QUINCY GRANITE MONUMENTS</p> <p>Columbia Granite Works QUINCY, MASS.</p>	<p>McDONNELL BROS. 251 Water St. ... Quincy</p> <p>QUINCY GRANITE MONUMENTS</p>
 <p>BAILEY'S STEEL OR IRON</p> <p>Portable Hoist</p> <p>Recommended by the trade as having no equal for setting monuments.</p> <p>JAMES P. DUNN Manufacturer 6616 Lawnview Ave CLEVELAND, O.</p>	<p>A. M. DEANE & CO. Quincy, Mass.</p> <p>Quincy Granite</p> <p>Send Two Dollars For Our 1907 Pocket Design Book Price Credited on First Order of Fifty Dollars</p>	<p>GEORGE RUXTON PENN ST. - QUINCY, MASS.</p> <p>QUINCY GRANITE MONUMENTS</p> <p>SPACE FOR SALE</p>
<p>SPACE FOR SALE</p>	<p>Forbes Craig Co. Quincy, Mass.</p> <p>QUINCY GRANITE MONUMENTS</p> <p>DIES AND BASES SQUARED AND POLISHED PNEUMATIC TOOLS AND SURFACING MACHINES</p>	<p>SPACE FOR SALE</p>

furnished the granite to recover the contract price therefor, unless it is shown to have been refused through fraud, such a gross mistake as would imply bad faith, or failure to exercise an honest judgment. It is entirely competent for the parties to a contract of this kind to make it a term of the contract that the decision of an architect, engineer, or other officer as to all or specified matters of dispute that may arise during the course of the work shall be final and conclusive, and that, in the absence of fraud or gross mistake, such decision will not be subject to the revisory power of the courts. Standard Construction Co. vs. Brantley Granite Co., Supreme Court of Mississippi, 43 So. Rep. 300.

An Important Deal Affecting Granite on the Maine Coast.

Interest in the stoneyard project at Rockland, Me., concerning which there has been a deal of skepticism expressed, takes a sudden upward bound in the organization of the Arthur McMullen Company, which was formed October 14. The purposes of the corporation are cutting and transporting granite, a general transportation business, and any business incidental thereto.

The corporation is capitalized at \$100,000, all of which will be paid in. Eventually the capital stock will probably be increased to half a million dollars. G. H. Bletcher of this city, who has been prominently identified with the granite business for some years, is president of the corporation, and M. A. Johnson, who has been interested as a promoter, as well as attorney, is secretary.

The corporation will establish a combination cutting yard near what is known as the Gilchrist shipyard. The properties on which options are held, and which will be transferred to the new corporation, are the Gilchrist shipyard, owned principally by George A. Gilchrist; a lot owned by Hiram Dunton, a lot owned by Mrs. Lois Webber (already conveyed), and what is known as the cement-kilns property owned by the heirs of Francis Cobb and Hezekiah Wight. The last-named parcel includes all the property from the estate of the late Joseph Kalloch to the Snow shipyard—all waterfront property.

This fall there will be a series of surveys made and plans will be made for the construction of a bridge, the building of a spur track of the Maine Central Railroad, and the extension of one of the wharves. One of the chief advantages of this location is that it provides such easy access for shipment by rail and water.

Nearly all the large granite concerns which have quarries in this state will own stock in the new corporation, and as the yard would be operated eventually by one large power plant, it means no inconsiderable saving in that direction. If the compressed air plant is installed at Pleasant Beach, which is said to be assured the coming year, it would furnish an abun-



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Our plant is equipped
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Granite Work that skilled
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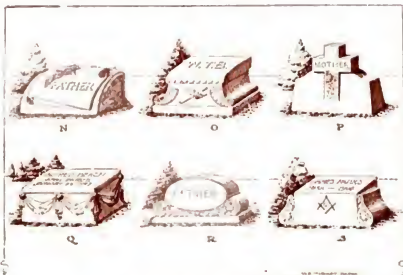
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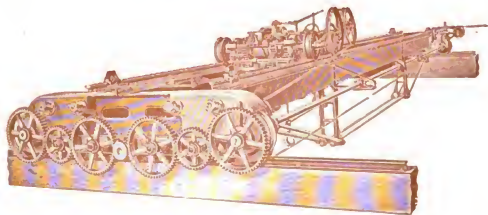


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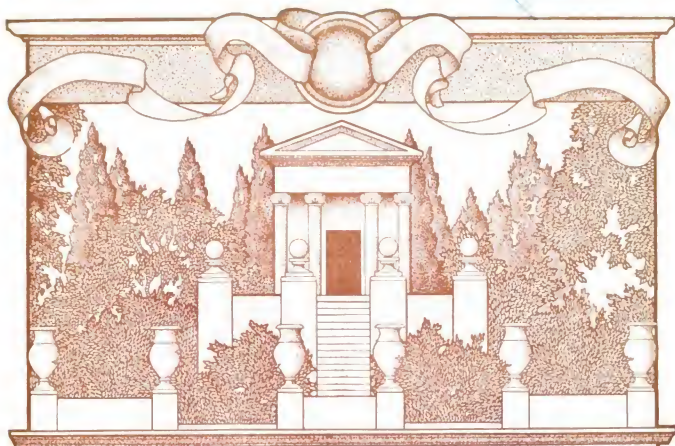
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Lake View Cemetery
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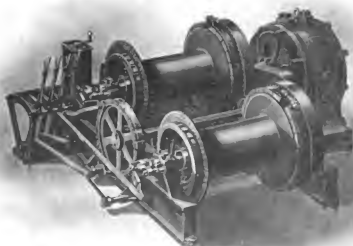
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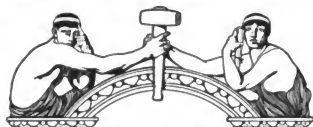
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EDITORIALS

THE OUTLOOK AHEAD.

The bill of prices between the Granite Cutters Union and the members of the Granite Manufacturers Association of Barre, Vt., expires on March 1, and no doubt there will be a demand for an advance in the bill of prices on the part of the granite cutters. The nature of this we are of course unable to state at this time, as it is not due to be presented till December 1, but if granted, it will mean an increase in the cost of monumental work. The retail dealer in considering this should also bear in mind the fact that there are conditions entering into the business situation at this time which should have a decided bearing upon the demands of the granite cutters, and upon the acceptance of these demands by the granite manufacturers. We refer to the present stringency of the money market and the general slacking down of business, which is all bound to have its effect upon the sale of monumental work, although it is surprising how well the volume of business in the monumental trade holds out during dull periods. In 1893 we can recall leaving our office for Vermont upon a business trip. It seemed to us at the time to be useless to make this trip, as relief associations were being formed in Boston and all the large cities to take care of the worthy poor, temporarily unable to earn any money on account of adverse business conditions. What hope had we then, under the existing conditions, of doing business with manufacturers of monumental work, who would naturally be expected to be down and out? But we found upon our arrival that all the manufacturers were working during what would necessarily come under the head of a dull year. Conditions are somewhat different this year from the year referred to above, different from what they ever were before. Already there is a decided falling off in orders at the granite centers. We found during a recent trip to Vermont that the majority of firms were working upon orders held over from the summer, and that there were only a few cases of those who had orders ahead to be taken up when those then under the hammer were completed. In some cases some spring work had been placed, but not in its usual volume, and we look

to see a decidedly dull time between the 1st of December and the middle of January, and possibly later.

This should have a decided bearing upon the demands of the Granite Cutters Union for advanced wages, for a granite cutter is human, and after a month of loafing, with no prospects ahead, a bill of prices does not cut much of a figure. The granite cutter, as a rule, lives fully up to his income, and lays aside no surplus for a rainy day. This in itself is a factor which enters into the present situation; but, nevertheless, it will not be advisable for the retail dealer to take too much for granted. It will be a wise man who will lay in sufficient stock work, at present prices (which stock work must be cut on or before March 1), to be cut during what will necessarily be a dull season. There is an advantage in this, which means dollars and cents in the retail dealer's pocket.

THE FINANCIAL SITUATION.

At this, the last moment before going to press, and, in fact, holding up the printing of the forms for this purpose, we want to say that we believe that it is not only necessary, but advisable, for the publishers of all papers, trade and otherwise, to impress upon their readers the fact that the present situation, if not relieved, threatens to produce a long period of business depression. The real condition which confronts us is the fact that the people who want the money and are entitled to it cannot get it, while a large portion of the people who have money are hoarding it, from no other cause than their inability to see any other means, as they think, of protecting their savings. Many of the banks throughout the country, for their own individual protection, just as in the case of the bank depositors, are now attempting to bring up their reserves, thus removing money from circulation as effectually as though locked up in safety-deposit boxes or otherwise hidden. As a consequence, business men are unable to secure the money necessary to continue the large business which is directly the result of prosperity. During the summer months we had occasion to visit many manufacturers outside of the granite and marble industry itself, and in no case did we hear any cry, except that of a desire on the part of these manufacturers to increase the size of their plants to take care of their increasing orders. As a rule, firms were from three to six months behind in shipping goods ordered. The crops at that time were in excellent condition, and he who reads can learn that there is a demand for everything the farmer produces this year, at good prices. We are not going into the cause of the present business depression,—we mean the original cause,—but into the effects, and these we note above, to a certain extent. The correction

of the present condition can be summed up in a few words: Find some way or ways to bring the hidden money back into circulation before retrenchments have taken place to a point which will not permit reextension to normal conditions. We cannot believe that the money is maliciously hidden. This hidden money is at least inactive and is often unsafely cared for. The owners of it would be only too glad to be relieved of the responsibility of its care and to delegate that responsibility to others if they felt they could safely do so. Others would be only too glad to invest or lend it, under safe and favorable conditions. The owners of this money never had such an excellent opportunity to invest or lend it under safe and favorable conditions. There are banks which are as sound as the government, and there are men of responsibility and influence who know this and would absolutely have no hesitation in advising any of these people to deposit their funds in such banks. There are hundreds of issues of good securities which are owned by men who will not only sell, but will sell at extremely attractive prices, because they must have the money to carry on their enterprises. Under the present conditions, it is simply a question of bringing the purchaser and seller together, or the borrower and the lender together, on such terms as will be mutually agreeable. From this standpoint the holder of money has no reasonable excuse for taking out of circulation cash upon which hangs the future prosperity of business.

What we have written above is part our own and part quoted from an address before the American Trade Press Association by Henry L. Doherty, prominent in a score of public utility corporations, who has made economic questions a close study. In closing, he said: "Do not forget, either, that the people who are hoarding their money are not doing so with the wish to harm any one, and the call to the American people to return their money into circulation, if they can possibly do so and yet feel that they are not unnecessarily jeopardizing their own interest, will not fall entirely on deaf ears."

At a full meeting of the American Trade Press Association of New York, which is composed of the leading trade press papers in the country, the following resolutions were adopted:

Resolved, That the so-called business depression now paralyzing the industries of this country is due principally to a want of confidence, which is unwarranted by agricultural and industrial conditions, and that one of the worst results of the panicky feeling that prevails is the hoarding of money, in which many banks are principal offenders,—many holding much more cash than the reserves called for by the banking laws, and setting a most hurtful example to individuals.

Resolved, That bank reserves are for just such emergencies as now exist and should be used rather than increased.

Resolved, That it is the duty of the trade press and the business men of this country to make every honest endeavor to find such hoarded money and bring pressure to bear upon its holders to put it back into circulation.

Resolved, That any bank holding more currency than its legal reserve is doing great harm to every

business interest and merits no consideration whatever at the hands of merchants, manufacturers, or labor.

Resolved, That the trade press be urged to organize business men's meetings in every city to present to the small hoarder of money a means of investing it in safe securities paying good interest, guaranteed, if need be, by such associations themselves.

Resolved, That money thus released be deposited only in banks that agree to put it back into legitimate channels of trade forthwith, and that manufacturing and mercantile interests be asked to do business with such banks, and with them only.

Resolved, That the countermanding of orders, the closing of factories, and the laying off of thousands of wage-earners is uncalled for by any underlying condition of business itself, and that immediate steps to check the senseless scare is demanded of every conservative and politic American.

The National Association of Credit Men, the largest commercial organization in the United States, with a membership of 9,000, representing a vast amount of capital invested in the manufacturing and mercantile business of the country, through its directors in meeting assembled at Indianapolis, Ind., Nov. 11, 1907, affirms its implicit faith in the commercial integrity of the nation and in the business principles on which the affairs of the mercantile community are conducted; therefore, be it

Resolved, That from trustworthy trade and financial information received from every section of the country the association unhesitatingly declares general business conditions to be fundamentally sound and believes that the present financial disturbance, notwithstanding the stringency of the currency, will be of short duration; and be it further

Resolved, That the association calls on all its members to support one another in an effort to restore the confidence of the people so unnecessarily shaken at this moment, and to urge upon every one the necessity of upholding business interests by depositing their money now, as in the past, in the banks of their respective towns and cities, to the end that it may be used for its legitimate purposes; viz., the carrying on of the vast business of the country; and be it further

Resolved, That this association pledges every member to do all in his power to restore the confidence of the public at large in the solvency and prosperity of our nation.

BUSINESS CONDITIONS.

From reports received from all granite and marble manufacturing centers, there is a decrease in business. This is always a feature during the month of November, but it would seem that it has started earlier this year than in previous years, probably on account of the money stringency. Reports coming to us from eighteen different states show a gradual falling off in the business and that granite cutters are looking for work; but we do not look to this being permanent, and we have every reason to believe that the year 1908 will compare favorably with previous years.



Last month mention was made of the granite column erected at Woodlawn to the memory of Gen. Franz Sigel by his old comrades, and now the large bronze equestrian statue of him has been unveiled at 106th Street and Riverside Drive in New York City. The ceremonies were more than usually impressive. Fifteen thousand men marched from Astor Place to the monument, and a larger showing of Civil War veterans has not been seen in years. The companies of naval and army regulars and militia that escorted the governor were all in full dress. The crowd that thronged the streets all along the line of march was of a different character than that generally seen in New York City. The Celtic element for once was overshadowed by the Teutonic; although how any Germans could be left within miles of the city who were not marching in the parade itself was hard to understand. German societies of all descriptions, shooting, riding, and singing clubs from Long Island and New Jersey, with gorgeous silk flying, were in line to do honor to the memory of their compatriot. Each singing society passed the reviewing stand with a rousing tune in full swing, in spite of the many miles they had just walked. Karl Bitter designed the statue, which was very highly praised for its accuracy of detail and artistic value. General Sigel's widow, a very tiny little woman, who commanded as much attention on the reviewing stand as the governor himself, says the likeness to her dead husband is perfect, and it does not seem possible that a better authority could be found.

The site is an exceptional one. The statue stands at the end of a wide street, where it joins the Riverside Drive and Park at a high point on the banks far above the Hudson, so that, looking up from the walks, one sees the figures of the man and horse against a background of sky.

A very large exhibition has been on view at the National Arts Club in New York City, preceeding the wonderful arts and crafts exhibition promised. Paintings, pastels, water-colors, black and white work, and sculptures in the round and relief made a show that must have held some point of interest for every one who saw it.

This combining of the different arts is a fashion that has crept in during the last few years and become now almost a rule. No longer is the seeker after the beautiful bored by miles and miles of canvasses, all in one medium, or a tomb-like arrangement of marbles and bronzes, a condition still flourishing in all muse-

ums, but the one is now used to afford relief and variety for the other, and this particular exhibition was quite the most successfully arranged one seen yet. One left it with a feeling of refreshment instead of fatigue and ennui.

Among the sculpture shown, some beautiful heads by Daniel C. French were perhaps the most important.

An excellent bronze bas-relief modeled at Cornish of the late Augustus Saint Gaudens, by George Brewster, hung over the mantel-piece. Mrs. Saint Gaudens and an intimate friend of the dead sculptor possess the other two. This is one of the finest things Mr.

Brewster has ever done, and no doubt the character of his sitter was a great inspiration.

A very good kneeling figure, "Hospitality," was by the same sculptor.

Henry Linder had a number of attractive small studies, principally decorative in treatment, and two seated figurines of children, while Enid Vandell exhibited a portrait bust of Baroness de Braunecker.

Seeing the Saint Gaudens' bas-relief at the Arts Club Exhibition brought vividly to mind the loss we have suffered in the death of this "foremost sculptor of America."



ERECTED IN THE MEMORY OF
GENERAL FRANZ SIGEL BY
HIS OLD COMRADES.

It is twenty years since his Lincoln statue was unveiled in Chicago and proclaimed at once by the public and the critics as the most important contribution to monumental art in the country. The dignity and simplicity of that great, gaunt figure is quite as impressive to-day as it was then, although American sculpture and Augustus Saint Gaudens' art has been steadily improving.

Following the Lincoln came the memorial of Rock Creek Cemetery at Washington, known as "Grief"; the beautiful weather-vane, "Diana," on top of Madison Square Garden tower; the torch-bearers on the façade of the Boston Public Library; the relief portrait of Robert Louis Stevenson, that is the delight of every lover of that writer; then an almost faultless work, the Robert Gould Shaw Memorial in Boston.

A Peter Cooper for New York was finished, and then in striking contrast the General Logan for Chicago. While making the studies for the General Sherman that now stands at the Fifth Avenue entrance to Central Park, Saint Gaudens worked for a while in Paris, and it was then he received the tribute of being made an officer of the Legion of Honor. His fame had by now become world-wide, and it was as the "foremost sculptor of America" that he received the degree of LL.D. from Yale University.

Through the generosity of Mme. du Bois, widow of Paul du Bois, the celebrated French painter and sculptor, who died in 1905, the Metropolitan Museum of New York has been able to add excellent plaster casts of the "Saint Jean Baptiste" and "Chanteur Florentine" that were exhibited at the Exposition Universale of 1867 and won for the sculptor the médaille d'Honneur; also four notable portrait busts in plaster: Paul Baudry, the painter; Dr. Barrat, the literary physician; the Duc d'Anmale, and Pasteur, the great bacteriologist.

The *Museum Bulletin* announces purchases of some early Italian sculpture: a marble statue, "Temperance," by Nino Pisano; a painted terra-cotta relief, "Madonna and Child," by Rossi, and a terra-cotta group by Jacopo della Quercia.

Aberdeen Granite Trade.

WORKERS AND THEIR WAGES

An Advance Requested

At a meeting of the Aberdeen Granite Association held in the Imperial Hotel—Mr. Robert Simpson, president, presiding—a number of requests were submitted from the men—said to number from 700 to 800—employed in the monumental yards, among which were the institution of an eight-hour working day and an increase of halfpenny per hour in the rate of wages. The following are the by-laws proposed by the men, as furnished by the association:

Working Time.—The working time shall not exceed eight hours per day, Saturday excepted, when it shall not exceed five hours. All overtime shall be paid

at the rate of time and a quarter, but no overtime shall be allowed unless sanctioned by a committee—instituted under this by-law—composed of employers and operatives. No lost time, including holidays, shall be made up under any pretext whatever. No operative shall work for an employer who does not pay at least once a week. The men to be paid at the works on the pay day previous to the cessation of work.

Sub-contracting and Piecework.—The employers and operatives shall abolish sub-contracting and piecework, and operatives shall (*sic*) sub-contract themselves or work to those who do so. Members of the Operatives Union shall refuse to take up and finish stones cut or partially cut elsewhere, unless the work already done has been performed in accordance with these



Designed by Hugo Taglang, Sr.

TO BE ERRECTED IN THE MEMORY OF THE LATE ARCH-
DUKE FRANZ KARL, THE FATHER OF THE EMPEROR
FRANZ JOSEPH, IN THE PRATER OF VIENNA.

by-laws. Any departure from this by-law to be decided upon by the employers and operatives.

Standard Rate of Wages.—The employers and operatives shall establish and maintain a standard rate of wages. Employers may pay a higher rate of wages to whomsoever they please, but in no case shall an employer pay more than one-fifth the number he employs below the standard. The standard rate shall be 7½d. per hour, and any change thereon shall only take effect after three months' notice has been given on either side, but all notices for changes in the rate of wages shall be intimated by April 1 in each year.

(Continued on page 24.)



SOUTHERN HALF OF CROTCH ISLAND, OFF STONINGTON, MAINE. GOSS QUARRY AT LEFT, RYAN PARKER QUARRY AT RIGHT.

Granites of Maine.

There has just been issued by the Department of the Interior, United States Geological Survey, Bulletin No. 313, illustrating and describing the granites of Maine, and we give herewith a synopsis of the chapter devoted to the distribution of granite quarries in Maine.

The report is the work of Prof. T. Nelson Dale, with an introduction by George Otis Smith, director of the survey. Mr. Dale has the cooperation of the Maine State Survey Commission. Part I is devoted to the scientific discussion of granite in general, together with its texture and physical properties, the classification and general structure of Maine granites; several pages are given up to a discussion and description of black granites. Part II is given up to economic features, tests of granite, etc. Figures obtained from 82 quarry operators show a value of \$3,531,000. Maine produced granite to the value of \$2,560,021 in 1906. With the exception of the important quarries at Hallowell in Kennebec County, North Jay in Franklin County, and the minor ones of Fryeburg and Bryant in Oxford County, Pownal in Cumberland County, Norrigewock in Somerset County, Oak Hill and Lincolnville in Waldo County, and Dedham in Hancock County, all the granite quarries of Maine are along the seaboard, either on islands or on bays or navigable rivers, or within four miles distance of them. The inland quarries are all on railroads, or within a short distance of them. The distance to rail from a few quarries is three miles, from one, five miles; but as the product of these quarries is used entirely for monumental work, the cartage is a matter of less moment. The Maine granite industry may be said to have its center in Penobscot and Blue Hill bays and the islands about them. A line drawn from Clark Island, south of Rockland, north-northeast to Frankfort, and thence about east to Franklin in Hancock County, thence south through Bar Harbor, and thence around the islands in a southwestern course back to Clark Island, would embrace an area of about 1,200 square miles and would include the bulk of the granite industry. There are twelve quarries of black granite, although a few may have been overlooked. They are located in York, Lincoln, Waldo, Penobscot, and Washington counties. Of these, only Addison in Washington County, Vinal Haven in Knox, and

Round Pond quarries in Lincoln are at tide-water. The granite quarries in Cumberland County are located in the towns of Brunswick, Freeport, Pownal, and Westbrook. The granite quarry located in the towns of Westbrook, 3 miles west of Westbrook Village, is not in operation. The granite produced is a medium gray shade, of fine, even grain texture, with particles of quartz. The quarry opening measures about 75 x 50 x 5 feet in depth. There is no plant. Transportation is by team to railroad nearby. Granite from this quarry has been used in connection with buildings at Brunswick and Portland. The Freeport quarry is located $\frac{1}{2}$ mile southeast of Freeport Station, on the Maine Central Road. This quarry has recently been purchased by a Quincy, Mass., concern. It was formerly owned by the Freeport Granite Company, now in the hands of a receiver. The granite produced is of a medium gray shade, with slight bluish tinge, and is of very fine even grain, and takes a fine polish. The quarry was first opened in 1886, and now measures about 600 feet from northeast to southeast, by 100 feet across, and has a working face 55 feet high. There are a few knots, 12 inches across, of muscovite quartz and feldspar. There is no sap. The plant consists of 3 derricks, 1 hoisting engine, and 3 polishing machines. Transportation is by cartage, $\frac{1}{2}$ mile to railroad or $\frac{3}{4}$ mile to dock. In 1905 the quarry was idle, but it has since been purchased as above stated, and is now being operated. The granite has been used to a large extent for monumental work. The Pownal granite coast quarry is located in the southern corner of the town of Pownal, $2\frac{1}{2}$ miles north-east of Yarmouth Junction, on the Maine Central and Grand Trunk railroads, operated by the Pownal Granite Company, Madison Avenue, New York. The granite produced is light gray in shade and very fine and even grain; the polish is inferior to that of the Freeport stone. The quarry was opened in 1880; measures 300 x 200 feet and averages 3 feet in depth. Sheets measure from 4 inches to 4 feet 8 inches in thickness, and have been tested by a core drill to a depth of 60 feet, and the lowest sheets found to be 6 feet. There are no rust stains nor sap. The plant consists of 4 derricks, 2 engines, 2 steam drills, 1 steam pump, 1 compressor, with a capacity of 80 cubic feet of air per minute, 4 pneumatic hand tools, 1 surfacer,

The cutting plant is in New York. Transportation is effected by cartage $2\frac{1}{2}$ miles to dock or railroad station. The granite is used for monuments and the better class of building work. Pride's quarry is located in the town of Westbrook, $3\frac{1}{2}$ miles northeast of Westbrook and $\frac{1}{4}$ mile north of Pride's Corners; operator, James H. Pride; address, R.F.D. Woodford, Me. The granite produced is of medium gray color, with conspicuous black mica and fine even grain texture. The quarry was opened in 1898, and is 200 x 100 feet and averages about 6 feet in depth. Sap from 1 to 3 inches wide in the upper sheets, but none 5 feet down. The plant consists of 3 derricks, 1 engine, and 1 polisher. The nearest railroad is at Brunswick, $3\frac{1}{2}$ miles. The granite is used for curbing and the bases of monuments. The granite quarries of Franklin County are located in the town of Jay. The Maine and New Hampshire Corporation have quarries at North Jay. The company's office is at the Baxter Building, Congress Street, Portland, Me. The granite produced is a very light gray shade of white granite, of fine, even grain texture. The crushing test made in 1892 shows that the cube cracked at 15,720 pounds per square inch, and was destroyed at



HURRICANE ISLE QUARRY.

16,310 pounds per square inch. The quarry was opened in 1872, and consists of three openings, known as the Upper, Lower, and Boulder. The Upper quarry measures about 425 feet from north to south by 200 feet from east to west, and has an average depth of 20 feet. The Lower one, adjacent to it on the west, measures 500 feet from north to south, and is 350 feet from east to west, with an average depth of about 35 feet. These openings are on the west side of the north-south ridge. The Boulder quarry, a mile north of the other two, is about 150 feet square and 20 feet deep. The Upper and Lower quarries are separated by a mass to feet thick. The plant consists of 8 power and 2 hand derricks, 8 engines, 2 locomotive trains, 1 compressor (capacity, 762 cubic feet per minute), 4 steam or air drills, 8 pneumatic plug drills, 2 surfacers, 14 pneumatic hand tools, 3 steam pumps, and 2 steam crushers. Transportation is by gravity track to the Maine Central Railroad, 1,300 feet distance, and 300 feet down. This company has devised an engine, made by adapting an ordinary platform freight car to the transportation of thin granite blocks, 12 feet square. The product is used for monuments and building. The larger stone paving blocks and the



EASTERN SIDE OF MOSQUITO MOUNTAIN, TOWN OF FRANKFORT.

crushed stone are an important by-product. The quarry of the American Stone Company is located at North Jay, Me. The address of the secretary is 49 Wall Street, New York City, N. Y., Pierce V. C. Miller. The granite is identical with that of the Maine & New Hampshire Corporation quarry. The quarry measures about 300 feet from north to south by 200 feet east to west, and is of varying depth. The plant consists of 3 derricks and 3 engines, 4 steam drills, 2 pumps, and 1 gas engine. The transportation is effected by gravity to railroad 7-8 mile distant. It is at present idle, but not abandoned. The granite quarries of Hancock County are in the towns of Blue Hill, Brooksville, Dedham, Franklin, Long Island, Mt. Desert, Sedgewick, Stonington, Sullivan, Swans Island, and Tremont. The White Granite Company, West Avenue and Newton Creek, Long Island, N. Y., operates the quarry in the town of Blue Hill, $\frac{1}{4}$ mile east of Blue Hill Village. The granite produced is of medium gray, slightly bluish color, and of coarse, even grain texture. The quarry was opened about 1855, measures 300 x 350 feet, is from 15 to 45 feet in depth. There are no rust stains. The plant consists of 3 polishing machines, 3 hoisting engines, 3 derricks, 1 steam drill. Transportation is effected by team to docks 1-3 mile off. The Blue Hill Granite Company's quarries are $1\frac{1}{2}$ to 2 miles east of Blue Hill Village. The company is no longer in existence. It is the property of L. D. Willett & Son, 166 Devonshire Street, Boston. The quarries are not operated. The



RYAN-PARKER QUARRY, CROTCH ISLAND, LOOKING SOUTHEAST.



Persi Saloni, 1906.

THE PLAYING BOY.

granite is identical with that of the White quarry. The product was used for door sills, platforms, and paving blocks. The Chase granite quarry is located in the town of Blue Hill, 3 miles east of Blue Hill Village. Operators are Chase Quarry Company, 11 Broadway, New York. The quarries are not operated at the present time. The granite is light gray in shade and of coarse texture. The quarry was opened in 1872, and consists of several openings on the top and eastern slope of the hill, rising 220 feet above the sea in a distance of $\frac{3}{4}$ mile. The plant consists of 9 derricks, 5 hoisting engines, 1 cable engine, 1 locomotive train, 1 compressor, 4 steam drills, 3 pneumatic plug drills, 2 surfacers, and 2 pumps. Transportation is effected by cable road, 1,400 feet long, from the main quarry to the cutting shed, and by locomotive and track, 650 feet more from the shed to the dock. The Chase quarries (monumental granite) are in the town of Blue Hill. About 350 feet east of the upper opening of the Chase quarry is an area not less than 200 feet square of medium bluish gray, fine texture granite. It has been quarried occasionally by the company for local monumental use. The Collins Granite Company quarry, located in the town of Blue Hill, has not been operated since 1880. It produces a granite of medium gray shade. Quarries are about 160 x 50, and from 50 to 30 feet deep. The stone was carted about 2-5 of a mile to cutting buildings and dock.

(To be continued).

International Competition.

A monument is to be erected at Athens to the memory of Constantine Palaeologus, the last Byzantine emperor, who fell in defending his capital against Mohammed II. The competition for the design will be international, and the result will be announced at Rome. There are to be five prizes: 5,000 francs, 2,000 francs, and three of 1,000 francs each.

The future of Manufacturers Who Supply Mail-Order Houses.

We can promise the manufacturers who supply mail-order houses with granite or marble work more free advertising than they have ever had or hope to have during their business life, which will be a short and merry one, as far as the retail monumental dealers are concerned, when it is ascertained who and where these manufacturers are. Possibly it may be a concern supplying both the marble and granite which does not care for the business of the retail dealer, but we are assuming that they do care, and the chances are about nine in ten that the trade of the said manufacturers is made up in part of business received from retail dealers; and therefore, he, the manufacturer, is killing the goose that lays the golden egg, or part of the golden egg, for him, for every dollar's worth of work cut for and sold to a mail-order house has a certain amount of influence on said manufacturer's business with the retail dealer. It has been stated by the retail dealers at the various meetings which we have attended, including the meeting of the National Association, that the mail-order houses have but little effect upon the business of the retail dealers. This is probably so. No doubt, when it comes to the final show-down the mail-order houses would not be in it from the standpoint of finished work, either in marble or granite, and the only trade that they would influence would be the cross-country trade, so-called, meaning the farming community some distance away from the large cities. This class of trade would buy from the mail-order houses. Prices are always a consideration, and many prospective buyers of monumental work cannot get beyond the question of price. Therefore, whether a monument is to be eight-cut work or twelve-cut work, or whether or not the carving is to be raised one-eighth, one-fourth, or one-half inch, does not appeal to such purchasers of monumental work located as stated above. The retail dealer would lose a certain amount of this class



Persi Saloni, 1906.

YOUNG CHARMER.

of trade, but whether or not he loses the business, the fact that a prospective purchaser of monumental work has received a catalogue and prices makes another competitor for the retail dealer, and consequently delays the placing of the order until a certain amount of correspondence is carried on with the mail-order house. Possibly the retail dealer may even lose the



Puris Salom, 1906.

RECALLING THE PAST.

order, and it is a very bitter pill for him to swallow when he realizes that perhaps the manufacturer who is selling this work to the mail-order house may be the manufacturer with whom he is doing business. Therefore, we can say, with sincerity, that warm days are awaiting the manufacturer when it is discovered that he is shipping work not only to the retail dealer, but to the mail-order houses.

Playing the Friendship Game.

Some men leave friendship out of business entirely, and others make it the point and test of every transaction. With the latter it is sometimes almost impossible to talk business unless you approach them with credentials of your own or some other man's friendship. I had an experience with a merchant of this type not long ago—a man who had never been sold on any other basis.

The sales-manager warned me of his peculiarity when he sent me out after the order. "Bridgman," he said, "there's not a salesman with this company, myself excluded, who has ever sold Whittenton, and he's a large buyer. Now I can't afford to travel three hundred miles to sell any one, and if you can do the trick, it will be a big feather in your cap. He is a buyer who always sticks to you if you make friends with him. He's a hard man to make friends with, but that's the only approach."

"I could call him up on the telephone, but I couldn't show him any samples that way. See what you can do."

I knew he was putting the matter straight, for I had heard the stories told by salesmen who had gone down to see Whittenton and returned without an order. Time and again they had failed, one good man after another, and in the end our salesmanager, "Slippery Jim" Lane—so called because of his unflinching diplomacy—had been obliged to go after Whittenton's order.

So it was not in a very confident mood that I started for Cranston. I thought over the friendship game all the way down. Maybe there was something in it after all. At any rate I would act on that supposition.

Dropping off the train, I made for the nearest telephone and called up Whittenton.

"Hello—that you, Whit, old boy?"

"This is Lane—thought you'd be glad to hear from an old friend."

"Probably not; I've got a terrible cold. Your voice sounds all right, though—seems like ten years since I've heard it."

"No, I'm afraid I can't come up. Just changing trains here. But say, a young fellow named Bridgman will be along to-morrow to see you with our line of samples. If you'll do the right thing by him, I'll consider it a personal favor. Mighty nice young fellow. Good-by."

Next morning I went around to see Whittenton and trotted out my samples. As I was writing down the



Puris Salom, 1908.

THE DOUBT.

first items of a big order, he told me Lane had been through town the day before.

"So?" I replied. "He didn't mention it in his plans the last time I saw him."

When I reached home Lane looked at the order in surprise. "So you sold the old fossil," he exclaimed. "How in the world did you work it?"

"Oh, I played the friendship game," I answered.

—P. R. M. in *System*.

A Large Granite Business in Texas.

The Llano Marble and Granite Company, with general offices at San Antonio, Tex., and plant and quarry at Teichville, also quarry at Kingsland and at a point south of the city of Llano, is a corporation formed some six years ago to take over the business formerly conducted by Frank Teich, at San Antonio. Mr. Teich is reported as the pioneer in the granite industry of Texas, and cut the first Texas granite ever used in the state, and this was used in connection with the building of the San Antonio National Bank. Some little time later he opened a granite quarry at Bear Mountain, near Fredericksburg, Tex., transporting the granite by ox team to San Antonio, where it was used on the City Hall and other buildings. Later he built the Fort Worth Courthouse, the granite for this coming from Llano County, near Kingsland. About this

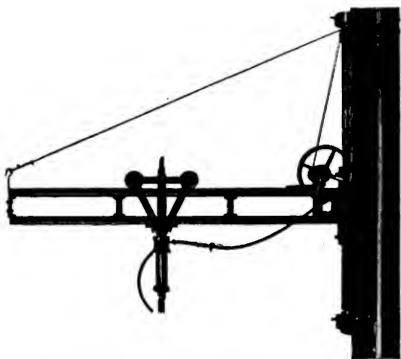
A New Stationary Surfacer.

The cuts herewith show the latest offering of the Thos. H. Dallett Company, Philadelphia, which is a machine designed for use in sheds and yards where it is the practice to bring the stone to the surfacer instead of taking the surfacer to the stone.

The machine consists of a rotatable upright, from which projects an arm, carrying a traveler bearing the tool.

The main features of the machine are: (1) The adjustment of the upright. (2) The hanging of the arm perfectly level and not binding on the upright, so as to permit its being easily raised and lowered. (3) The arrangement of the traveler, tool-yokes, and tool, and the clamping of the whole around the arm without any part binding thereon.

The upright is a solid steel bar, on each end of



THE NEW STATIONARY SURFACER. THE THOMAS H. DALLETT CO., PHILADELPHIA.

time he discovered a fine gray granite, which is used for monumental work. The company has a mile railroad, which was built for the purpose of tapping the granite deposits. In addition to this, it has a large granite crusher. New shed room is at the present time in the course of construction for use in the cutting and polishing department, and a traveling derrick operated by compressed air with a capacity of ten tons is now being installed. The plant is also equipped with turning and polishing lathes, also gang saws for sawing granite, also a full equipment of pneumatic tools, etc. This company has built a large building nearby as a boarding-house for the workmen, also numerous small cottages for the use of men with families. A good water-works system has also been installed. Mr. Frank Teich retains the active management of the concern.

which is turned a journal, which rotates in a bearing contained in a cavity in the bracket and thoroughly protected from dirt and grit. The bearings are kept in place by set screws and are adjustable, which allows the upright to be plumbed perfectly whether the post or wall to which the brackets are bolted is true or not.

Connection between the arm and upright is formed by a sleeve riveted to the arm and fitting squarely around the upright, but not binding in any way. The sleeve is only solid on three sides and is completed by a cap, at the rear of the upright, secured by bolts and nuts. Thus in setting up the machine the upright is first bracketed and plumbed, and the arm then set in and capped.

A glance at the larger cut will show better than any description the mode of hanging and balancing

SULLIVAN MARBLE CHANNELERS

The Vermont Marble Co., the largest user of stone channelers in the world, employs eighty Sullivan direct acting machines. Four of these are shown here, at work in the quarry at Proctor, Vt.

SULLIVAN CHANNELERS are the standard machines for quarrying marble, on account of their proved superiority in cutting speed and repair economy.

CATALOGUE 31-G.



Air Compressors

Rock Drills

Gadders and Quarry Bars

SULLIVAN MACHINERY CO.

Birmingham, Ala.
Butte
Claremont, N.H.
Denver
El Paso

Johannesburg
Joplin, Mo.
Knoxville
Mexico

RAILWAY EXCHANGE
Chicago, Ill.

New York
Paris, France
Pittsburg
Rossland

Salt Lake
San Francisco
Spokane
St. Louis

the arm. As will be noted, the rope passes from the outer end of the arm, around one of the pulleys on the sides of the upright, down around a pulley on the sleeve of the arm, up over the other pulley at the side of the top of upright and down to the drum of the hand-wheel.

It will be seen, therefore, that the arm is hung by the rope from the pulleys at the sides of the top of

bottom nuts of the side-bolts, the lower yoke and tool can be removed.

The weight of the traveler and tool is supported by the flanged wheels running on top of the upper T-bar of the arm, and on the lower part of the traveler, immediately above the tool, there is provided a yoke with adjustable gibs for taking up any wear that may occur after long-continued use.

As will be noted, the design of the machine is extremely simple. With the exception of the tool, about the only parts that can possibly require to be replaced, even after years of the hardest service, would be the wheels supporting the weight of the traveler and the lower bearing of the upright, and the expense of replacing either of these parts is merely nominal. All the other parts of the machine will last indefinitely, and while they can be replaced when necessary, the cost of repairs need hardly be considered.

The tool is identical with that used in the "Dallett" Senior and is now so well known as to require no further mention.

The vertical range of the machine is only limited by the height of the upright, and the horizontal and lateral ranges by the length of the arm, and both these parts can be increased to meet special requirements.

To enable the machine to be used at different points in a plant, it is only necessary to provide extra sets of brackets, with bearings correctly adjusted, at such points. The machine can then be taken out of one set of bearings and put up in another in a very few



NEW STATIONARY SURFAULER BY
THE THOS. H. DALLETT CO.

(See article on page 19.)

upright, the dead-weight passing to the center-line of said upright pivoted on its lower journal and bearing. The entire weight of the machine is borne by the lower bracket.

A very clear idea of the traveler is given by the smaller cut. The traveler, tool-yokes, and tool are clamped together by the side-bolts. By taking off the

minutes. Such an arrangement would be inexpensive, as the cost of extra brackets and bearings is very low.

The machine is fully protected by letters patent, and from their advance soundings the manufacturers are convinced it will be enthusiastically received, and that they will have placed a great many of them before the end of the winter.

A bulletin issued by the Dallett Company describes the machine in detail.

Our Bad Taste in Tombs.

Looking at the McKinley mausoleum just dedicated at Canton and the recent structures over Grant's remains in New York and Garfield's at Cleveland, judgment must condemn American taste in memorial architecture as running to mere amorphous bigness and ostentation.

In these three exhibits whatever pleasing proportion that might have been derived from a consistent following of the avowed classic style has been marred by squat domical tops, incongruities that give the whole the impression of mass and of the formlessness of a lime kiln.

Contrasted with these clumsy examples which hint of an effort to outrival all past expenditure in a sheer massing of marble, are the exquisite consummations of memorial art of Europe, particularly of Belgium and France.

These recent examples, — some of them battle monuments, others of columnar style, still others simple tombs, and a few of them chapels, — though costing in many cases not a tithe of the Grant and McKinley tombs, represent the very best contributions to contemporary architecture and sculpture, and do credit to the age.

On the site of the celebrated Charity Bazaar fire Paris has erected a small memorial chapel that marks the ultimate of beauty, in the expression of a graceful ideal and a flawless perfection of proportions. It must endure to inspire mankind forever, a jewel of art indestructible as the ideals of the ancients.

Though its perfection might not have been duplicated, it might have been approximated in the Grant or McKinley tomb, to become an object of national artistic pride, if careful good taste could have disregarded ostentation.

It seems inevitable that America must expend more taste and less money upon its great tombs if its memorials are not to be subject of ridicule by universal art. — *St. Louis Post Dispatch*.

The above will apply not only to tombs, but to small monuments. How many times has our attention been called to ascertain monuments under the hammer, in the granite sheds, not to the beauty and symmetry of the design, but to the elaborate carving, that being the principal feature. We recall a certain design shown us by one of the large manufacturers, it being one of this order, which would stand in the vicinity of twenty-three feet high when completed, and it was the evident desire of the designer, probably urged on by the purchaser, to place as much carving within a certain space as it was possible to put there. Evidently no attention whatever had been given to the

We Made It



Kavanagh Bros. Company

Quincy Adams .. Massachusetts

proportion of the completed monument, for if the design shown was carried out, it would be top heavy; but no matter, it would be large, and from that standpoint, impressive. There are more monuments of this order cut and erected than there are of those in good taste and judgment. Our cemeteries are full of them. There is, however, decided hope for the future, as the sons and daughters of rich men are now being given a thorough education and the chance to travel, which no doubt will have its effect in the future, and will be evidenced in the improvement in art as pertaining to monumental work.

In the Matter of Monuments.

At Spokane, Wash., a peculiar point in the ethics and procedure has been settled connected with tombstone inscriptions relative to the deceased whose resting-places they mark and whose virtues they are supposed to commemorate. A saloon keeper ordered his monument in advance and had it set up in a Spokane cemetery inscribed and ready to keep his memory green when he had finally ceased to dispense the cheering cup and departed to a region where thirst is a normal condition and a drop of water beyond purchase, even by multi-millionaires. The inscription on the two-ton monument read:

*Jimmie Durkin. Born 1859.
The Minister Said:
"A Man of His Word."*

Then came protest, and after protest action by the cemetery committee, headed by an ex-United States senator. The monument was declared obnoxious, and the inscription condemned. The minister went back on his former assertion and denied the strict veracity of "Jimmie" Durkin. "Jinunie" and his friends went down to the cemetery, held a talkfest, and the offending inscription was altered. Whether the proof-reader cut out "the minister said" or inserted "not" between "said" and "A," the newswriter neglected to state. Anyway, "Jimmie" found it necessary to change the wording or move the monument up back of the saloon.

There is a lesson in this. "De mortuis nil nisi bonum" refers specifically to dead ones. While the lamp of life holds out to burn, it doesn't pay to advertise—on tombstones. After the light has departed, go as far as you please. The bereaved widow has rights in the line of violation of veracity and misstatement and suppression of fact not permissible to any living man. Once safely under the sod, the monument may blossom with laudatory mendacity and bloom with perennial "bunk" over each inch of a two-ton surface. It is a custom sacred from observance and not to be questioned more than the right of way of a watercourse or a road that has been continuously in use for a generation.

But don't do it while you are alive. Firstly it is conceit, and secondly it isn't safe. The minister and a lot of other people may go back on what they said last year in the flush of enthusiasm or under some other impelling influence. If every man were to set up his monument in advance and write his opinion of

himself upon its facets, his neighbors would be torn between mirth, indignation, and contempt. If he lived long enough, he would find much that he would be anxious to revise. Say nothing but good of the dead, orally and inscripturally, but be close-mouthed and cautious-handed when dealing with the living, and you won't have to move your monument.

Marble Caves.

In Southern Oregon, hugging the California line near the famous old mining camp of Kerby, is a cave that promises, on further exploration, to be the greatest in the world, says the *Portland Oregonian*. It is in the Siskiyou Reservation, seventy-five miles from Crater Lake and eight miles from Briggs' mines, on Sucker Creek.

This wonder of marble and crystal beauty has just been explored to greater depths by a party composed of Joaquin Miller, C. B. Watson, and Jefferson Myers. Mr. Myers returned to Portland enthusiastic with what he had seen.

"It is truly wonderful, that place is," he said. "We went over all that is now known of it. Joaquin Miller named it 'The Marble Halls of Oregon.'"

"We went from Kerbyville under the guidance of the two men who have spent twenty years in and around the splendid place: John Kincaid of Williams, Ore., and Frank M. Nickerson of Kerby.

"From Kerby we went to the mouth of Cave Creek, then up that stream, over a good foot trail, seven miles, to the mouth of the 'Halls.' Here the river Styx comes right out of the mountain and tumbles over a fall of twenty feet. This is the lower entrance. It is about as large as an ordinary door in the face of a marble cliff, 300 feet high and 500 feet long, and clear white, a beautiful sight in itself. This entrance was found in 1874 by a hunter named Elijah Davidson, who trailed a white-faced deer into the place. Three years later, in 1877, Davidson, Nickerson, one of our guides, and John M. Chapman made the first exploration. They went over the same route within the cave that we did this trip.

"The first owners were Homer and Ernest Harkness, brothers, who squatted there in 1880 and spent over \$1,000 trying to open up the place. They made trails and all that, but gave it up, for there were not people enough to come to see to make it pay. F. M. Nickerson and A. J. Henderson next took up the property in 1887. After them came Capt. A. B. Smith, who spent about \$3,000. Our party went in Aug. 10 just past, and through the efforts of M. J. Anderson, chief of forestry for Southern Oregon, the government withdrew it from private entry and will make it a national monument.

"The halls are, so far as we know now, on four levels of floors. From the lowest to the highest is about six hundred feet. These levels, as in a mine, are connected here and there. Above the lower entrance is another and smaller one, about three hundred feet further up the mountain.

"The hills cover perhaps a township and contain not less than twenty miles of chambers, halls, and rooms, many of which have not yet been opened up.

JOSEPH NEWALL & COMPANY
QUARRIERS & MANUFACTURERS
WESTERLY, RHODE ISLAND
BLUE, PINK AND RED WESTERLY GRANITE

Perfection in
monumental
work is
attained only
by carefully
selected
stock and
the best
grade of
workman-
ship



The only
company in
Westerly
doing an ex-
clusively
wholesale
business
We never
compete with
the retail
trade

NEWALL QUALITY
"THE STANDARD OF TWO CONTINENTS"
AND THE
HIGHEST ACHIEVEMENT IN MONUMENTAL ART

The interior is composed of solid marble, white as snow, and solid stalactites, some of them over a foot through and fifty feet long, clear as diamonds. The color effects cannot be expressed."—*New York Herald*.



A Big Block of Granite.

The contractors for the Terry's Texas Ranger Monument, located in the yard of the State Capitol at Austin, Tex., recently accomplished the task of moving from its quarries near Llano, that state, the largest block of stone ever quarried in the South. The stone was quarried 6 miles from Llano, situated 100 miles northwest of Austin. It is stated that this stone, as originally blocked out and removed from the quarry, weighed 40 tons, or 80,000 pounds. It was dressed down to 30 tons, or 60,000 pounds, in the polishing yard of the contractors at Llano. The stone is gray granite. The work of transporting the stone from the quarries to the railroad station at Llano was a stupendous task. It cost just \$2,200 to move the stone this 6 miles. It was too heavy to cross the wagon-road bridge which spans the Llano River, and it had to be rolled through that stream and up a steep bank on the opposite side. It took the combined strength of two railroad flat cars to transport the stone to Austin. Another difficulty was encountered when Austin was reached. The city council at first refused to permit the stone to be hauled over the paved street, but this permission was afterwards granted, and the big block was placed upon two heavy wagons and hauled a few rods each day by eight mules until the site of the monument was reached. It took more than three months' time to transport the stone from the quarry to its final destination. The stone is used as base for the monument.



Monument at Vicksburg.

Preliminary steps for a monument to the memory of soldiers of the state in Mississippi are taken in the invitation of Secretary A. G. Weissert, Wisconsin Vicksburg Military Commission, to designers and artists for a suitable monument to be erected in the Vicksburg National Military Park, as provided for by a recent act of the legislature.

It is expected that marble and granite will be used, at a cost not to exceed \$90,000. The commission desires designers to submit such as will represent the spirit of the subject according to their own conception. In the words of the law-makers, it is erected—

"In remembrance of the heroic service, unselfish devotion, exalted patriotism, and valor of the Wisconsin soldiers who were engaged in the campaign and siege of Vicksburg in the late Civil War."

The commission will pay \$1,000 for a suitable design alone and arrange further services of the artist at agreeable terms. Ten other designs of merit will be accepted and paid for in sums not exceeding \$300 and not less than \$100. Models, sketches, and designs must be submitted to the superintendent of public property, Madison, not later than April 30, 1908.

Herbert Granite Trade.

(Continued from page 14.)

The Limitation of Apprentices.—The engagement of apprentices shall be so regulated that the proportion employed by any employer shall not exceed one apprentice to every two journeymen on the year's average. No person to be engaged as an apprentice who is under seventeen or over twenty-two years of age. Those commencing at the age of seventeen and under eighteen years of age shall serve a term of five years, and those over eighteen years shall serve a term of not less than four years. The wages paid to apprentices shall not exceed 8s. per week for the first year, rising to 13s. per week in the last year.

Regulation of the Trade.—Employers and operatives are of opinion that to insure the thorough regulation of the trade none but competent and efficient persons should be engaged therein, either as employers or workmen, and members of the Operatives Union hereby bind themselves not to work to employers who are not members of the Granite Association, members of the association likewise binding themselves not to employ operatives who are not members of the union. Should any employer or employee violate any of these rules, the opposite association shall take such steps as may seem most expedient for dealing with such an employer or employee.

Definition of Employers.—No person shall be recognized as an employer who does not employ at least one member of the Operatives Union, nor will he be allowed to employ an apprentice unless he is employing not less than two members of the Operatives Union.

Definition of Scabblers and Operating of Machines.—Scabblers employed in the various yards who have not served a regular apprenticeship to the trade shall be confined exclusively to circular work, but under no circumstances shall they be allowed to do any part of squaring work, including jointing. Surface-cutting machines shall be operated by stonecutters, or any other class of machine that may be introduced to do any part of the stonecutters' work.

The Supply of Tools.—The employers shall supply all tools to the employees, except bush-hammers, hand-hammers, squares, bush-chisels, and winding blocks, which latter tools shall be furnished by the employee as far as the work assigned to him require them.

Disputes.—Should any dispute arise between the employers and operatives regarding the working conditions, the matter shall be fully considered, and failing an amicable settlement, shall be submitted to arbitration, the arbitrator to be mutually chosen and to hold office for one year, or until his successor is appointed, but nothing in this by-law shall be construed to prevent either association from taking active steps to deal with their own members.

These by-laws include those at present in operation, with the alterations suggested by the employees.

The proposals were carefully considered, and the conclusion arrived at was that the masters could not see their way to grant any of the concessions asked for in view of the state of trade at present.—*Stone Trades Journal*.



"GRAVITE, MARBLE AND BRONZE," DECEMBER, 1907

BOTTOM BASE 7—12 X 6—5 X 1—2
 DIA 6—0 X 2—6 X 2—8½





"GRANITE, MARBLE AND BRONZE," DECEMBER, 1907

PRICE.	
DIS.	3-421-422-4
BASE	3-1021-1020-74
BOTTOM BASE	4-1022-1021-0
	Basic Granite C I E
	Westerly Granite A V V
	Concord, N. H. Granite C I E
	Troy White Granite A V V

17

Dardwick, Vt.

The Woodbury Granite Company, at the time of our visit, on Oct. 8, was securing bids on electrical machinery, to be used in connection with a power, or rather a series of water powers, which this concern have recently purchased and propose to develop. These powers are located in the town of Mackville, a short distance from Hardwick. Part of the equipment of the power station will be 2 generators, producing from 200 to 250 kw. each. They propose to equip both the quarry and shed with electrical machinery, to be operated by the water power above stated, thus doing away with steam at both the quarry and shed, by which it is estimated there will be a saving of \$1,500 per month. At the time of our visit the work was under way for the erection of the framework to carry an electric crane at the Hardwick plant to have a 75-foot span, the framework to be 550 feet long, and the derrick capable of lifting 30 tons. This is to be used to facilitate the loading of cars. The crane, when completed, will cross 16 railroad tracks, and it will be possible to load 32 cars with one switching. Eventually, in connection with the powers above mentioned, a reservoir will be formed, covering 300 acres. This company also proposes, and now has under headway, the equipping of the Bethel cutting shed and quarries with electricity. With this idea in view, a nearby water power has been purchased, and an auxiliary steam plant will be erected. Three cutting sheds will be erected, equipped with electric traveling cranes. These sheds will join one another, each 250 feet long. The center shed will be equipped with a 20-ton electric crane, and the other two, each with a 10-ton electric crane. The center shed will be 60 feet wide, and the other two sheds 40 feet wide each. This is by far the most extensive outlay of money in connection with the equipping of quarry plants that has ever taken place in Vermont. The total cost will be something over \$100,000. The Whiting Foundry and Machine Equipment Company of Whiting, Ill., have the contract for the four electric cranes.

The American Granite Company are building a new plant, which is a novelty in its way. The shed is almost square, and in the center will be placed a boom derrick, which will cover all parts of the shed.

Bailey & Rollins report a very satisfactory business. Their shed is a modern one, and they are fully capable of handling anything within reason.

Howard & Martin are a new firm at this point. They were employing eight men at the time of our visit. It is their intention to occupy the whole of what is known as the Daniels shed, which will give them capacity to handle about one and a half gangs of cutters.

The Union Granite Company report a satisfactory business. The monumental end of the business at this point seems to have taken on a new lease of life. During the past couple of years building business has taken the place of monumental work, but with the

developing of the new quarries, which includes the taking over of what is known as the Haskaw Quarry by the Woodbury Granite Company, the monumental end of the granite business at this point is placed on a very firm foundation.

The Hardwick Monumental Company are showing some very handsome granite from their quarry on Robinson Mountain. It is similar to Barre.



After a personal visit to each and every manufacturer in Vermont, we can only arrive at the following conclusion: that the past year has been a banner one for this section of the country from the standpoint of work shipped. Information secured from the railroads confirms this idea. It is impossible to secure the figures. During the month of October and early in November there was a sudden let-up in the volume of orders received, and firms, as a rule, were working on orders held over from the summer months. Some few firms reported having received some orders for spring work, but not of any moment; in fact, it was too early to expect any great amount. There is a general feeling that the coming year will be a dull one. We do not concur in this belief. We remember in past years during the dull period that it did not materially affect the granite business. Why, we cannot say; but this was a fact. There is a prospect of higher prices for granite work, on account of the anticipated demand from the granite cutters for an increase in their wages. The bill expires on the 1st of March. We understand that up to this writing there has been no formal presentation on the part of the granite cutters as to what their desires are in this direction. The quarries bear every evidence of having been worked to the full extent during the summer months. Light stock seems to have been in extraordinary good demand, and many of the quarries were not in their usual good condition, owing to the drain upon them during the past summer. By this we do not want to be understood that none of the quarries are in good condition,—far from it,—as a few of them always look well and are always in a position to supply anything within reason, as will be shown by items further on.

The Barre Evening Drawing School has inaugurated a new season and opens with ninety scholars. This school is open every evening, except Saturdays and Mondays. A better institution has never been formed in connection with the granite industry.

Giudici Brothers & Co. report business on the increase. They are employing thirty-five cutters.

H. J. M. JONES, Pres.
JOHN E. SMITH, Treas.

ANGUS A. SMITH, Vice-Pres.
JOHN G. McLEOD, Supt.

WELLS-LAMSON QUARRY COMPANY

(Successors to Wells & Lamson Co.'s Light Quarry Interest)

BARRE, VERMONT

**We solicit the patronage of all Dealers
requiring a fine-grained Barre Granite.
We are now equipping our quarry with
a large Derrick Hoist, etc., which will
enable us to fill orders promptly.**

CUTS OF OUR QUARRY WILL APPEAR LATER

"THE PROOF OF THE PUDDING IS IN THE EATING"

Car shortage has troubled you greatly for several months. Do away with that irritator by sending your orders to us. Don't take our statement for it but try us and see.

GREARSON-BECKETT CO.

WILLIAMSTOWN, VT.

The Mutch & Calder Granite Company recently built an addition to their shed for surfacing machine. They report business very good, and a good outlook for the future.

Z. Macchi is employing sixteen men and reports a satisfactory business.

A. Anderson & Sons have been employing during the past summer three gangs of men and report business good.

The Granite City Quarry Company have recently equipped their quarry with a new derrick and hoisting machinery, operated by electric power, also air compressor. This is one of the recently opened quarries, producing light granite, and bids fair to become one of the best producers on the hill.

The Consolidated Quarry Company recently made a split in Quarry No. 4 60 x 34 x 20 feet. It is the intention of the company to add a twenty-ton blondin and the largest possible boom derrick to their equipment on this quarry.

The quarry of the Wells-Lamson Quarry Company is in excellent shape for winter. It has been one of the characteristics of John G. McLeod, the superintendent, to look out for the future, and the quarry bears every evidence of being able to produce anything within reason during the winter months.

Dineen & Co. report having had a fair amount of work during the past summer, during which time they have been employing about fourteen granite cutters.

Beck & Beck have been employing one gang of men and report the past season's business satisfactory.

MONTPELIER, VT.—H. J. Bertoli, by the time this paper goes to press, will be occupying a new plant, completed Nov. 1. This has been equipped with Ingersoll-Rand air compressor and separate motor for traveling derrick, grindstone, and other machinery. The plant is modern in every way.

Bonazzi & Bonazzi have been employing forty men during the past summer and are making a specialty of polished and hammered work. This firm states there is no money in making good carved work, but this is what they are abundantly able to handle. Any firm who is looking for the best in this line can secure it of them. They recently equipped their plant with a new air compressor capable of delivering 230 cubic feet of air per minute.

F. J. Robar & Co. have been employing twelve men during the past year and have added a surface cutter to their equipment.

EAST MONTPELIER, VT.—F. Bonazzi & Son is a new firm recently started at this point. The senior member of the firm was formerly a member of the firm of Bonazzi & Bonazzi, Montpelier, Vt.

During our trip in October at this point we came in contact with a number of new concerns who had either started or stated their intention to start on or before Jan. 1. Invariably these concerns were made up of experienced men who had sufficient money to start the business in good shape; in fact, it seems to be the feature of the concerns recently started not to hide away in corners of old sheds, but to start with at least a gang of men, and more upon a business basis, than we have ever noticed before.

We have recently visited the quarry of George Stratton Quarry Company, which has recently started

with an entirely new equipment, consisting of 75-horse-power derrick, operated by a Mead-Morrison Company electric hoist; also a large air compressor forms part of the equipment. Each machine is operated by a 275-horse-power motor.

J. O. Bilodeau, East Barre, Vt., has recently become interested in a quarry which he reports as being in good condition. He is employing about a gang of cutters at this time and reports a satisfactory business.

W. H. Van Sickle, manager of the Thos. H. Dallett Company, Philadelphia, together with Mr. Tripple, salesman for this territory, made a business trip to this section, stopping from Oct. 29 to Oct. 31.

We recently visited the quarry of the Wells-Lamson Quarry Company, of which John McLeod is superintendent. With his usual foresight, Mr. McLeod has got the quarry into excellent condition for the winter months and is fast placing himself in a position to fill any reasonable order. We also visited the quarry of Stephen & Gerrard. It would well repay any one to visit this quarry, on account of the peculiar lay of the sheets, which differs entirely from any other quarry in this section. This quarry has always been a satisfactory producer.

WILLIAMSTOWN, VT. — The Gearson-Beckett Company, under the able management of W. B. Kendrick, who has recently been appointed clerk and treasurer, report more business than ever during the past year and a good outlook for the future.

There is always something extraordinary doing at the quarry of the Wetmore-Morse Granite Company. They recently loosened a block of granite 95 x 45 x 25, which they estimate contains 106,875 cubic feet granite. This concern recently furnished blue stone for a mausoleum 28 x 7-9 x 1-4. This is one of the quarries in which there is always an outlook ahead and usually a chance to secure anything within reason.

There are very few days in the year that Marr & Gordon do not have something remarkable in their yard in the way of large monumental work or some handsomely carved pieces, and among other work we noticed a handsomely carved cap, which was to form part of the Posey County, Illinois, soldiers' monument, which is an elaborate shaft job. One of the large jobs this year comprised thirteen car loads, which is known as the Nolker mausoleum, and was erected at St. Louis. At the time of our visit they were shipping a canopy job to Chicago parties, which consisted of five car loads. Part of this contract was ten fluted columns, with Ionic caps and a heavily moulded canopy.

Laclair & McNulty are employing one gang of cutters and report a good business during the past year.

Chas. R. Scott & Co., as part of the improvement on their plant which they now occupy, and which was formerly owned by Wells-Lamson & Co., have been rebuilding the race-way and relocating the water

wheels. This plant is one of two at Barre which are operated by water power. They had considerable hard luck in building the walls for the race-way, for it is the time of high water, occasioned by heavy rains and snow in the mountains, which washed them away twice. When the wheels are in position, they will produce in the vicinity of sixty-five horse-power. It is the purpose of this firm to erect a gang-saw for sawing granite, which saw they have already purchased.

Smith Brothers Granite Company report that they have shipped more work during the past ten months than during twelve months of any previous year. This has largely consisted of mausoleums and fine carved work.

Jones Brothers Company are employing 165 cutters in their shed during the month of October and 140 at the quarries. They report a few orders for spring work.

Moore Brothers are employing sixty-five cutters and report business very good during the past six months.

The Brusa Granite Company succeed to the business formerly conducted by Vanetti & Brusa. This firm is well located in the shed adjoining the plant of Charles Bianchi & Son and have a thorough knowledge of carved work, having had an extensive experience.

Trow & Holden, manufacturers of granite tools, have added to their equipment two additional trip-hammers and a turret lathe. This in itself will show the increasing business that they are enjoying. There is not a plant in the country devoted to the manufacture of granite and pneumatic tools that is more thoroughly up to date than the plant of this concern.

McDonald & Buchan recently completed, among other works, an all-polished sarcophagus monument, bottom base 9-6 x 5-6. This concern has always on hand, under the hammer, the best class of monumental work.

E. Abbiati & Brother are employing forty-five cutters. They report the past year's business as having been very good. They have added to the plant during the past year, in connection with the Barre Steam Company, in which they are stockholders, a Blaisdell air compressor, capable of delivering 618 cubic feet of free air per minute.

C. W. McMillan & Son have had a busy season. They are showing, among other contracts, a very handsome monument, bottom base 9-4 x 5-11 x 1-3, which will stand 20 feet high when completed, and cap heavily carved.

Rizzi Brothers report a remarkably good business during the past year. This concern makes a specialty of carved work and always has some very fine work under the hammer.

Barre Pneumatic Tools
FOR GRANITE, MARBLE AND STONE

SURFACER TOOTH CHISELS



Made of 1 1-2 inch sq. stock for large and 1 3-8 inch for small machines. Nothing but the very best of material used.

PRICES

FOR LARGE SURFACERS

\$1.25

EACH

FOR SMALL SURFACERS

\$1.00

EACH

Everything in the
line of small
tools for working
Granite

PROMPT SHIPMENTS FROM STOCK

Trow & Holden

BARRE, VERMONT

James Sector & Co. are employing sixteen men and have been very busy during the past season.

Canton Brothers are employing forty-five cutters. This concern has cut a number of vaults during the past two years and are well equipped for handling this class of work, which they state has been very satisfactory to them.

Comolli & Co. showed the writer some high-grade carved work which they had under the hammer. This concern is especially fitted for handling this class of work.

Sweeney Brothers Granite Company have installed an Ingersol-Rand air compressor capable of delivering 280 cubic feet free air per minute.

Dewey Column Cutting Works are employing a gang of men and report their last year's experience as being very satisfactory. This concern makes a specialty of turned work.

Novelli & Calcagni are installed in their new shed and are employing three gangs of cutters, having under the hammer two mausoleums, besides other work. This concern have well earned a reputation for a high grade of work.

Parry & Jones are employing twenty-six men and state that they have done more work during the past year than ever before. They had enough work on hand at the time of our visit to take them well into December.

Littlejohn, Odgers, & Milne were employing fifty men and report their business in a good condition. This firm is one of the few whose shed is equipped with polishing machine and turning lathe, and they are in a position to handle anything from a mausoleum to a polished column.

Appiani & Fraguelli are employing three expert carvers. Their contracts show some very handsome carved work.

Barton & Hayes are employing about a gang of men, and although they are recent comers, have ample experience to bring them success.

Stephen & Gerrard are showing the following letter from a satisfied customer: "Enclosed please find draft in full for soldiers' monument, shipped to Red Oak, Iowa. The work was very satisfactory, and it is in place without a scratch or a chip anywhere."



Granite Cutters of Chicago Adopt a New Scale.

The Granite Cutters Union has adopted a new wage scale. There are one hundred granite cutters in Chicago. They ask for 62½ cents an hour and a Saturday half holiday the year round.

Our Latest Offering — the

"DALLETT" STATIONARY SURFACER

Its Construction is shown by the Cut,
and our Bulletin No. 1004, now in press,
gives full details.—WRITE FOR A COPY

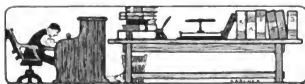
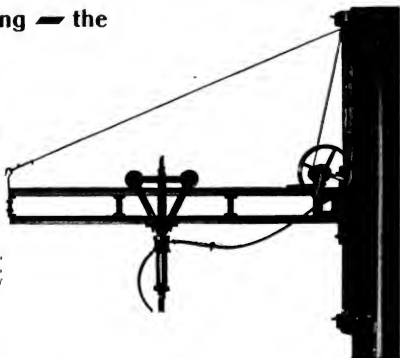
THE PRICE WILL
INTEREST YOU

THOS. H. DALLETT CO.

23RD AND YORK STREETS

PHILADELPHIA, PA.

(An article on page 19 describes this Machine)



QUINCY NOTES

The granite business in Quincy at the present time is rather quiet, and practically all of the firms report a falling off in orders. Most of the firms have considerable work on hand, however, so that there has been no reduction in the working force to any extent. Business has held up remarkably well until the present month, when it took a decided drop. By this it is meant that new orders have fallen off to practically nothing. It is not at all surprising that it is so, however, for business always slacks off at this season of the year.

Manufacturers still complain at the lack of facilities for shipping granite, and the long-promised improvements in this line do not seem to materialize. There is a little ray of hope, however, at this writing, for, during the past week, surveyors have been at work laying out the traveling derrick north of the depot at Quincy Adams, which leads to the belief that there will be something doing before long. It cannot come too soon to please the manufacturer who has occasion to ship goods.

Miss Ella Mahoney, late of the firm of C. A. Swingle & Co., is now located with A. M. Dean & Co.

The Quincy Adams Granite Company has been dissolved, and one of the Restelli brothers has opened a new plant on Quarry Street, near the quarry of C. H. Hardwick & Co.

Returns from the two shipping terminals for the month of October show the total output of rough and finished granite that month to have been 15,094,885 pounds, an increase of over one million pounds over the month of September. This means that manufacturers have been busy getting off their fall orders. Of the shipments in October, South Quincy forwarded 6,442,101 pounds, and West Quincy 8,652,784 pounds.

The Kavanagh Brothers Company had nothing special to report this month. They are, however, very busy, having a large amount of work on hand of various sizes. The greater part of their large work has already received special mention in these columns. The larger part of their work is being cut of Westerly granite, and as a rule is elaborately carved. They are among the largest dealers in this particular stock in the city.

Manager Driscoll of the Merrymount Granite Company had nothing new to report. He said, however,

(Continued on page 36, right-hand column.)

Specify KLONDIKE STOCK at all times
Blue White Westerly Granite
FROM THE FAMOUS KLONDIKE QUARRY
 OWNED AND OPERATED BY THE
GOURLAY GRANITE WORKS



THEO. R. HELB MAUSOLEUM, PROSPECT HILL CEMETERY, YORK, PA.

Cut from our BLUE WHITE WESTERLY GRANITE by The N. E. Granite Works, Westerly, R. I.

The most suitable stock for all kinds of monumental work quarried in Westerly or New England, and the only firm in Westerly that makes a specialty of rough stock for the trade. Wholesale prices to one and all, equal treatment to each customer.

In addition to our KLONDIKE stock, we furnish the old

WESTERLY BLUE STOCK WESTERLY PINK STOCK WESTERLY RED STOCK

AT WHOLESALE PRICES TO DEALERS

FOR PRICES APPLY
TO

GOURLAY GRANITE WORKS

WESTERLY,
RHODE ISLAND

Death of William Barclay, of Barclay Bros.

William Barclay, sole partner in the firm of Barclay Bros., Barre, Vt., died Nov. 22. He had been in bad health for some little time, but retained an active interest in the business, although during the last six months his health has been such that nine men out of ten would have been confined to their bed. Up to within a week of the time of his death, he drove to the quarries, a distance of about ten miles, and continued in its management. The writer saw him at the quarry on Oct. 29 and was particularly struck with the fact that he was a very sick man, and it was only through force of will that kept him on his feet. This keeping at business until the last minute illustrates his course through his business life; always a hard worker, early and late, he had done enough work during his lifetime to kill two ordinary men. He had just reached the

business and came to this country in 1874, settling in Montreal. He went back to Scotland, but returned and settled in Quincy, Mass., and afterwards in Barre, Vt., in 1886. He was a member of many societies, including Clan Gordon, of which he was the first chief; the Burns Club, of which he was once the president; Granite Lodge, No. 35, F. and A. M.; Granite Chapter, R. A. M.; St. Aldemar Commandery, Knights Templar; also member of the Mystic Shrine, and twice president of the Granite Manufacturers Association. In 1904 he was elected mayor of Barre and was reelected to the office two successive years. He was married in 1876 to Miss Mary Monroe Smith of Scotland and is survived by her and six children: William, Douglas, Annie L., Flora E., Grace D., and Mrs. Mary Gilman of Claremont, N. H.

Quincy Notes.

(Continued from page 34.)

that his company were fully as busy as at any time this year, that they had considerable work on hand, and that they were very busy at their quarry.

McGilvray & Jones have practically completed all of the large jobs on which they have been at work all summer and are ready to talk business with any one looking to place an order for a monument, be it large or small. They probably cut more large work than any other firm in the city.

Deacon Brothers are cutting and polishing a number of large piers for a western building job. They also say that they have a number of other good jobs on hand and that Quincy appears to be coming to the front on large work. Mr. William H. Deacon, who has been a member of the Quincy City Council for several years, declined a reelection this year, although the residents of his ward urged him to again become a candidate.

James Thompson, of the firm of John Thompson & Sons, who has been Quincy's mayor for the past three years, retires from office this year and will devote his entire time in the future to his private business.

Badger Brothers have the contract for a large Western building job to be cut from a Maine granite. The job will be all polished.

T. F. Mannex is making a number of repairs to his cutting plant, getting it in shape for the winter. He has a large number of orders on hand and will be busy all winter.

J. S. Swingle has his large new derrick in position, and his large and extensive plant is now in good shape. Without question, he has one of the best equipped plants in the city, as well as a quarry that produces a fine and handsome dark granite.

W. T. Spargo & Co. report that business still holds fairly good with them, although, as a whole, it is a little quieter than it has been. They are having a



WILLIAM BARCLAY, SENIOR OF THE FIRM
OF BARCLAY BROS. WHO DIED
NOVEMBER 22.

This picture was taken October 29 at the Quarry, and
was the last one.

point where he could see his way clear to let up on the business and take a well-deserved holiday when his fatal sickness developed. He has associated with him William, Jr., who has had an active part in the business for years, entering it as a boy, and has practically had full charge of the management of the business for some time, under the general direction of his father. Douglas Barclay, the younger son, is active in the cutting department, having learned the cutting end of the business, and superintends the cutting plant. The business will be continued under their management.

William Barclay, Sr., was born in Scotland. He was fifty-seven years of age. He learned the granite

good demand for their fine quality of Westerly granite and are cutting several monuments of it at their plant in Quincy.

Milne & Hector say that they are busy cleaning up for winter. They have a large amount of finished stock in their yards which they are shipping off as fast as possible. As for new work, they have some of the medium kind, but nothing that they desire to particularize.

A. M. Dean & Co. have a good run of work on hand that they booked when business was a little better than it is at present, and they are, therefore, busy, as usual. They have several handsome jobs set up at their works awaiting shipment.

D. E. Cameron had nothing special to report this month other than he found business rather dull. He, however, has quite a bunch of orders for the smaller jobs on hand which will keep him busy for some weeks yet.

Forbes, Craig, & Co. are cutting two large sarcophagi jobs of extra dark Quincy stock. One of them is a six-piece cap job, and the other a three-piece job. They are to be all polished, including the bottom bases. Both are the same size, the bottom base being 9-2 x 5-10.

The Quincy Column Turning Company are hard at work on a job that calls for a couple of dozen columns that are about eight inches in diameter. Outside of this, they have nothing worthy of special mention.

Luther S. Anderson of the Railway Granite Company says that, while some firms may complain of business being dull, he cannot see it. He is working every man possible in his quarries, and the stock is gobbled up as fast as it can be quarried; in fact, the demand for this celebrated stock seems to be on the increase. They are also busy in their cutting department and have several good-sized jobs under way.

James F. Desmond reported business as being about the same with him as it was last month. He has quite a lot of work on hand of the medium size, but nothing worthy of special mention. New orders, he says, are a little quiet, but nothing more than is to be expected at this season of the year.

Birnie & Diack are cutting a good-sized, all-polished sarcophagus monument of dark Quincy stock for Western parties. The job is to be all polished above the bottom base, and the family name is in raised polished block letters on the face of the second base. The bottom base of the job is 7-5 x 5-6.

Clark & Pearce continue to be busy and have a good run of work on hand. They had nothing of

which they cared to make any special mention. All of their work is of the best, and that should be sufficient for their customers.

George Ruxton was not in when our correspondent called this month, but his bookkeeper said that he had quite a good run of work on hand. There was nothing among this that demanded special mention.

Messrs. Hughes & Johnson are hard at work finishing up several large jobs which they desire to ship before the season is too far advanced. One of these jobs, which is nearly ready, is a rock-face sarcophagus with raised panels, and the inscription in raised polished letters. The base of the boulder is 7-6 x 4. As for new work, they have considerable of the medium-size kind.

McDonnell Brothers continue on the even tenor of their way. They do not make much of a splurge, but get there just the same. They are showing a fine lot of finished memorials at their cutting plant, which speaks for itself of the quality of work which they turn out.

Joseph Walker says that business the present year has been the best he has ever known. At no time has he been without a good supply of orders on hand, and although he has had no particularly large jobs, he has turned out some handsome memorials. At the present time he is working on a Barre, Vt., granite job. It is what is known as a cottage design and is to be all polished.

Joss Brothers Company have received this month a car load of white and pink Westerly stock, from which they are to cut several fine memorials. One of the large jobs on which they are at work is for a Western building, one of the blocks weighing in the rough about nine tons. They also have considerable work on hand of other granites, so that they are fully as busy as any time the present year.

The plant of McDonnell & Sons, which was partially destroyed by fire some time ago, has been entirely rebuilt and is in full operation again.

Smith & Gelotte have booked several good orders this month, in spite of the fact that business is inclined to be dull. One of these jobs is a six-piece sarcophagus monument of Quincy stock, four of the pieces to be polished. The bottom base is 5-6 x 3-6. Another job is of Westerly granite, to be elaborately carved. Its base is to be 3-8 x 3-8. They also have considerable smaller work on hand.

Quincy granite is to be largely used in the new school building to be erected by the city.

Work has been commenced on the new Federal Building in Quincy, and Quincy granite will enter largely in its construction.

Association Meetings Called.

The annual meeting of the Minnesota Granite and Marble Dealers Association will be held at St. Paul, Minn., Merchants' Hotel, corner Third and Jackson streets, Jan. 7-9, 1908. The hotel is just two blocks from the Union Depot. The meeting will be called at 2 P.M. on the first day. This is intended for a preliminary announcement.

On Nov. 12 the committee of arrangements for the next meeting of the Indiana Granite and Marble Dealers Association met with the president and decided to hold the next meeting at Indianapolis, Jan. 9, beginning at 10 A.M. The session will be continued through the day and evening. A formal call will be mailed to the members of the association in January and published in the trade papers, signed H. W. Searce, chairman.



Among The Retail Dealers

ROANOKE, ALA. — The Roanoke Marble Works was completely destroyed by fire Oct. 26. Their buildings were new, they just having moved a few weeks since to their new place of business, near the depot of the A. B. & A. Loss about \$3,000; insurance, \$1,500. This is a severe blow to J. M. Jackson & Son, the proprietors, for they had just succeeded in building up a thriving business, theirs being the first of its kind in this city.

GILMAN, ILL. — C. H. Lutton, proprietor of the Gilman Marble Works, lost \$500 by one Charles Maywood, who forged orders for monuments and collected commissions.

HUFFS CHURCH, PA. — The property of the H. S. Miller Estate was sold at public sale to Howard D. Spatz for \$1,650. Mr. Spatz will continue the harvester machinery and farm implement business, as also the marble works which were conducted by the late Henry S. Miller.

TECUMSEH, NEB. — W. R. Barton has sold a one-half interest in his marble yards at this place to Harry S. Berry, and the firm will be Barton & Berry in the future.

COLUMBUS, OHIO. — The Wege Brothers Marble Company of Columbus was incorporated Oct. 26 with a capital stock of \$40,000 by Charles Wege, Frederick Schueller, Carl F. Wege, J. H. Holterman, and Joseph Segale. The company will take over the marble and tile business which has been conducted by Charles and Carl Wege, and the plant will be enlarged and the business extended.

KINGSTON, MASS. — Davis W. Bowker, who carried on a marble and granite business in this town for many years, died at his home Oct. 19, aged seventy-six years eleven months.

WINSTED, CONN. — The Winsted Monumental Works (Orville Ripley, proprietor) has secured the contract for a monument to William Wallace Lee, who was for twenty-eight years the venerable master of the Veterans Association, and died on Sept. 14, 1903, at the age of seventy-five years.

CHILLICOTHE, MO. — Chillicothe Marble and Granite Company, recently incorporated: capital stock, \$5,000, one-half paid; incorporators, Frank P. Reynolds, Jeff D. Brockshier, Ed Schweizer, Earl Blanchard, and others.

CRAWFORDSVILLE, IND. — The Pogue Monument Company have installed a new twelve-horse-power gasoline engine, also a new and enlarged air compressor. The compressor now in use has a capacity of four tools, while the improved new one will be capable of running fifteen tools, and will make possible the enlarging of the plant.

HOLLAND, MICH. — Gerhardus Posthumus, the marble dealer, is one of the few Hollanders who will not relinquish allegiance to Queen Wilhelmina until the day of his death, although he came to America about twenty years ago. Mr. Posthumus is a pensioned subject of the queen.

MOUNT CARROLL, ILL. — The marble firm of Ivey & Wachtel are expecting to make a big improvement by the erection of a brick business block, to be occupied by them in their monumental work. They will put up a large building, built especially for the marble works, and it is to be equipped with modern and improved machinery. Work on the structure will commence in the early spring.

KNOXVILLE, TENN. — W. E. McLaughlin, J. Powell Smith, H. H. Hadley, A. Y. Davis, and J. G. Chaffin applied for a charter for the Tennessee Marble Works. Capital stock, \$10,000.

OSKALOOSA, IOWA. — F. W. McCall died Oct. 13. He was one of the oldest dealers in this state.

MARION, IOWA. — George W. Lutz of Lutz & Lutz has been confined to his home for some weeks because of a broken hip, the result of an accident.

KNOXVILLE, IOWA. — O. W. Williams & Son have removed their stock to Corning and consolidated with the stock recently purchased of H. S. Hefling.

DES MOINES, IOWA. — R. S. Anderson has sold his interest in the Capital Hill Marble and Granite Works to G. E. Markle. Mr. Anderson left with his family for California on Oct. 14.

CEDAR FALLS, IOWA. — M. S. Cline of Benton & Cline has sold his interest to Harry Metzger. The firm will continue as Benton & Metzger.

MARYVILLE, MO. — H. S. Purviance has sold his business to J. L. Ritz.

FROM THE FACT THAT WE CONTROL THE BEST BRANDS OF PUTTY POWDER, the two best makes of Chilled Shot and many lines of Granite and Marble Polishing Supplies, it enables us to positively guarantee the quality of such goods and sell same in many cases for much less money than you can purchase anywhere else.

We have published a catalogue illustrating, describing and giving prices for the class of goods we handle. It is free to all, and if you have not one, we would suggest writing a postal for one at once. You will find the time taken the best investment you ever made, from the fact that we positively guarantee the quality of everything we sell and you take no chances whatever in purchasing our Supplies, Machinery and Tools.

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DECORAH, IOWA. — J. F. Steele has sold his stock and business to Updahl & Cox.

HUTCHINSON, KAN. — A. W. Smith has sold his business to Martin L. Grimes.

OTTAWA, KAN. — D. P. Bruce & Co., Fort Scott, has opened a branch at this place, under the management of A. A. Menzies.

FORT WORTH, TEX. — The Fort Worth Marble and Granite Works (Wells & Wells, proprietors) report as having done business this year amounting to \$100,000, as compared with \$20,000 last year, under the ownership of E. T. Bergin. They employ twenty-five cutters and report to be two months behind in their orders.

MILAN, MO. — Niblo Brothers, owners of the Milan Marble Works in this city, have sold their entire plant to Crockett & Oldfield of Unionville. They have been conducting a similar plant at Unionville for several years.

Books, Pamphlets, Etc., Received.

From the Harrison Supply Company, 5 Dorchester Avenue, Boston, a self-winding tape measure, which they are distributing among their customers. It is a very cold day when this concern is not getting up something in the way of a novelty to keep their customers in memory of the fact that they are in the

polishing supply business and want their custom. In fact, we do not know of a concern in the business which is so thoroughly alive and up to date as is this company.

From the Woodbury Granite Company, Hardwick, Vt., two postal cards advertising their Bashaw stock, one entitled, "Better Join the Chorus," and the other, "Have You Seen It?" Both are very well designed and well adapted for the purpose.

A small pamphlet, entitled "Artistic Granite Memorials," from E. F. Batchelder, Lock Haven, Pa., containing a list of his customers in different sections of Pennsylvania.

From the Sullivan Machinery Company of Chicago a card announcing that the Birmingham branch office is now located at 1 20th Street, South, giving additional space for exhibition of the rock drills and quarrying machinery.

From the American School of Correspondence, Chicago, a book entitled "Masonry Construction. Intended as a Guide to the Improved American Practice in the Selection of Building Stone, Brick, Cement, and Other Masonry Materials, and in All Branches of the Art of Masonry Construction." This book contains 128 pages and goes into the matter under the above headings very thoroughly. It contains many illustrations. The same can be had from the American School of Correspondence. Price, \$1.00.



AUSTIN, TEX.—The charter of the Granite Manufacturing Company of Dallas was filed Oct. 30 with a capital of \$300,000. The purpose is to develop a granite mountain near Marble Falls. The incorporators are C. H. Brown, Dallas; G. W. Voires, Forney, and T. M. Deep, Midlothian.

MILWAUKEE, WIS.—The Pike River Granite Company filed an amendment to their articles of incorporation, increasing their capital stock from \$600 to \$1,000.

WALDOBORO, ME.—The work at the granite quarry is practically closed, and many of the cutters have gone elsewhere for employment.

MOUNT DESERT, ME.—Cyrus J. Hall died Oct. 19. Mr. Hall was the pioneer in the granite business on the island, and for many years owned a large plant at Hall Quarry, which bears his name.

DENVER, COL.—The Raymond Granite Company has recently been incorporated. Capital stock, \$250,000. John D. McGilloray, a local contractor, is one of the promoters.

WATERTOWN, N. Y.—Articles of incorporation have been filed by the Joseph C. Callahan & Sons Mining Company of Gouverneur, which has leased and will operate the marble quarries of the Watertown Marble Company. Its capital stock will be \$580. The directors named are J. C. Callahan and Leo Callahan of Gouverneur, and J. H. Callahan of Chateaugay.

The New Hampshire Westerly Granite Company has been formed under the state laws of Maine. Capital, \$150,000.

CLEVELAND, OHIO.—The Colorado Yule Marble Company have secured the contract for \$500,000 worth of marble for the new Cuyahoga County Courthouse.

GRANITE MOUNTAIN, TEX.—Granite Manufacturing Company, incorporated with \$300,000 capital stock by C. H. Brown, Dallas, Tex., G. W. Voires, Forney, Tex., and T. M. Dees, Midlothian, Tex., to develop granite quarries at Granite Mountain.

MILFORD, MASS.—The Massachusetts Pink Granite Company reopened its quarries Oct. 24, and a gang of cutters and several gangs of quarrymen were set

to work getting out stone for a New York job. This contract alone will keep the quarries in operation several months, and other contracts now in hand are expected to keep the plant busy during the fall and winter. The other quarries are also busy. Preparations are being made at the plant of the Milford Stone Company to begin the shipment of the large quantity of stone cut for the Pennsylvania depot at New York. At the Webb plant the full force of cutters is again at work, and as soon as the new engine and the new compressor are installed the entire force of quarrymen will be put at work.

MEDFORD, ORE.—The Medford Granite Works has in its plant a full force of workmen, there being employed in their enlarged building seven men, and at the quarry, which is located within a few miles of Medford, there are engaged four men taking out the rough stone. From the quarry to the factory they have in their employ a force of eleven workmen.

NEW LONDON, CONN.—The Candlewood Hill granite quarries at Center Groton, which have been undisturbed for several years, are to be opened this winter by J. Leopold & Co. of New York City, which has leased the quarries for a term of five years from Hiram Denison of Mystic, agent for the owners. Some of the best granite in the state is to be found there, but owing to its out-of-the-way location, its operation has not always been a success. When the granite is cut the new company will cart it to the halfway dock on the Mystic River, where it will be lightered to its destination.

COLUMBUS, OHIO.—W. O. Taylor, A. L. Jones, Daniel J. Ryan, Thomas S. Brooks, and E. G. Deming Oct. 25 incorporated the Casparis Marble Company of Columbus with a capital stock of \$10,000. The company is organized to take over lands in South Carolina recently purchased by the incorporators of the company, on which are extensive deposits of marble. The company will quarry and ship the marble. Sylvio Casparis of the Casparis Stone Company is one of the principal stockholders of the company.

AMBERG, WIS.—The Pike River Granite Company will develop a deposit of red granite, which they have just located near their present property.

Correspondence.

We recently received a letter from C. J. Yackley of the New Prague Monumental Works, New Prague, Minn., announcing the renewal of subscription, and also the following: "I could not live without the trade papers. I read over not only the articles and the editorials, but the advertisements. They have done me a great deal of good. Articles on system and advertising are always to my liking."



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<p>SPACE FOR SALE</p>	<p>Forbes Craig Co. Quincy, Mass.</p> <p>QUINCY GRANITE MONUMENTS DIES AND BASES SQUARED AND POLISHED PNEUMATIC TOOLS AND SURFACING MACHINES</p>	<p>SPACE FOR SALE</p>

Proposed Monuments &*Monumental News*

CHICAGO, ILL.—Morgan Park Monument Company, recently incorporated. Capital, \$2,500. Cut, polish, and deal in stone. Incorporators, Richard E. Burke, Helen G. Shelhamer, and John E. Madigan.

LANCASTER, N. H.—Four firms figuring on a soldiers' monument to be erected here varied in price as follows: highest, \$3,895; lowest, \$3,195, with one in between of \$3,437. It would seem to be an impossibility that there should be such a variation in price without a mistake on the part of the highest or lowest bidder.

HANNIBAL, MO.—The William H. Hatch Monument Association has been formed for the purpose of erecting a monument. The present committee in charge of the preliminary work relative to the formation of the monument association is made up as follows: Hon. George A. Mahan, chairman; John A. Knott, secretary; Capt. C. J. Lewis, Judge F. L. Schofield, W. T. League, Col. T. J. Cousins, T. G. Dulany, T. B. Morris, Col. Cornelius Voorhis, A. R. Levering, C. H. Northam, Capt. W. F. Chamberlain, and W. H. Powell.

ENFIELD, MASS.—W. H. Mullins & Co. of Salem, Ohio, are the designers of the new soldiers' monument to be erected soon. It is being made by the Greenfield Granite and Marble Company of Greenfield.

CLEVELAND, OHIO.—Eighty-five thousand dollars has been appropriated for the purpose of furnishing statuary for the new courthouse.

LOUISVILLE, KY.—Application was filed Oct. 22 asking for the incorporation of the Samuel L. Avery Memorial Association, which has for its object the building of a monument to Samuel L. Avery in Louisville. The incorporators are E. W. Hays, William Kruger, Howard Hunter, Boyce Watkins, John Colgan, A. C. Renan, and C. R. Harrell.

MARIETTA, GA.—While the Butler Marble Company were erecting a soldiers' monument at Decatur,

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the shaft, which cost \$2,500, slipped from the ropes and was broken.

NEW BRITAIN, CONN.—Four thousand dollars has been raised for the purpose of erecting the proposed Barritt monument.

INDIANAPOLIS, IND.—A special committee, consisting of John B. Elam, Charles W. Smith, Harry J. Milligan, John W. Kern, and Evans Woollen, had charge of the work of raising the funds for the construction of the proposed monument to Gen. Benjamin Harrison and of letting the contract.



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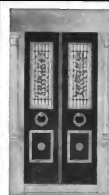
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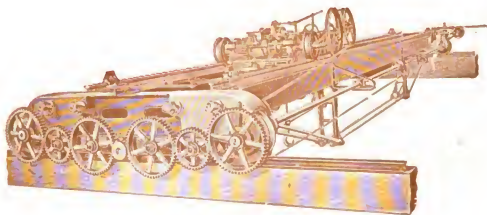


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